A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 13, 1967

five-pronged export drive reaps Ghana sales

International Trade Winds

Company News

ENGINEERING—Wilsey & Ham, a San Mateo, California-based engineering and planning firm, has received a contract from the Mexican government for an extensive study of the Mexico City airport and its facilities. The consulting firm will determine what changes are needed to meet future air and ground traffic, and whether expansion of present facilities is economically feasible.

CONSTRUCTION—Chas. T. Main International, Inc., Boston, has been granted a contract by the government of Kuwait for design and management of construction of a 500-megawatt thermal power station, said to be the largest power plant in the Middle East. The installation will be capable of servicing a planned water desalinization plant to produce 20 million gallons of fresh water daily from the Arabian Gulf.

ELECTRONICS RESEARCH—IBM World Trade Corp., New York, has announced plans to inaugurate an institute for advanced computer research and post-graduate education at Geneva later this year. The IBM European Systems Research Institute will extend studies on theoretical concepts, provide opportunities for research, and offer courses in advanced mathematics, and design and operation of computer systems.

PLANT DESIGN—Ralph M. Parsons Co., Los Angeles, has acquired exclusive rights to the process technology for fertilizer and other products of the Societe Belge de l'Azote et des Produits Chemiques du Marly (S.B.A.). The engineering design office staff of the Belgian firm will be transferred to the Liege branch of Parsons International. Parsons will undertake all contracts negotiated after March 1, while S.B.A. will complete design and construction projects now under way.

MINE SAFETY PRODUCTS—MSA International, a division of Mine Safety Appliances Co., of Pittsburgh, has established a subsidiary, MSA Espanola, S.A., in Barcelona. MSA International has 11 other overseas subsidiaries serving industrial and mining markets on five continents.

Newsletter

"On Monday I began demonstrating the Hydro-Squeegee. After Tuesday many firms were flying from throughout Europe to see it and bringing with them many printed circuit boards to have processed for sampling.. At the two demonstrations given daily, probably 30 to 40 people were present at each." That's Norfax Corp.'s Boyd Blaine, telling what happened at the Frankfurt U.S. Trade Center's recent Printed Circuit Production Equipment show. Expected results for Norfax: $300-500,000 in sales in '67 in Germany alone.

A trade show aimed at just 11 customers? Firestone Racing-Japan did exactly that in a three-day private display at the U.S. Trade Center, Tokyo. Nine of the 11 came. They were Japan's top competition car makers and racing teams. Their inspection of Firestone racing tires and accessories brought a surprising $28,000 in direct sales, and high promise of more in a fast-growing market. It is an example of effective between-shows use of U.S. Trade Center facilities. Any U.S. firm is eligible to do the same.

Canada is going after buyers in East Europe at major fairs in the coming year. The Canadian Department of Trade and Commerce has Poznan, Zagreb, Brno and one other East Europe trade fair on its new schedule. Another point of export emphasis for Canada: 50 firms will represent the nation this fall at the Lima, Peru, Pacific International Fair (where the U.S. will also have an official exhibition).

Five times what the experts were predicting just a few years ago--such is the new projection of seawater desalting capacity throughout the world by 1972. This opportunity for export of both U.S. advanced products and services was laid before an engineers' meeting by Fred A. Loebel, president of Aqua-Chem, Inc., of Waukesha, Wis., which is a leader in this field.

Private enterprises seeking financing for projects in the developing nations are offered guidelines in a new booklet "IFC General Policies" just issued by the World Bank's affiliated International Finance Corporation. Write the IFC at 1818 H St., N.W., Washington, D.C. 20433. Up to now IFC has been interested mainly in manufacturing industries and development finance companies. But it is ready to entertain proposals in agriculture, service industries, public utilities and tourism.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

It was hard to miss the Americans in Accra, Ghana, in February. They had five different export promotions in operation. At the First Ghana International Trade Fair they were in action three ways: with exhibit booths in the U.S. pavilion, with a sample display center there, and with a Business Information Office. Farrell Lines came in with a mobile trade fair. A U.S. Trade Mission arrived and held 133 interviews. The upshot of it all: $2.5 million in expected sales.

March 13, 1967

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SUCCESSFUL EXHIBITOR at the Ghana International Trade Fair was Washington Manufacturing Co. The company's booth (above left) was a center of attraction in the U.S. pavilion. Firm representative Albert Feldstein (above right) shows products to two new agents (seated and standing, center).

NATIONAL LIBERATION COUNCIL MEMBER gets his smallpox vaccination at the booth of the U.S. Agency for International Development, where over 100,000 persons lined up to get vaccine.

Ghana exposure promotes

Five-way export campaign at Accra yields new agents, expecte

In a definite demonstration of Ghana's intention of re-entering the international business community as a responsible trading partner, the First Ghana International Trade Fair produced clear gains for exhibitors and for the Ghanaian economy.

On-the-spot orders from buyers at the U.S. displays exceeded the blanket allocation of $715,000 in import licenses granted to the U.S. firms in the exhibition by the council. Requests have been made for an additional $400,000 allocation for import licenses from the Ghanaian Trade Ministry, and sales during the next year as a result of the U.S. participation in the fair are expected to reach $2.5 million.

Despite initial criticism in the country that results would not warrant the strain on current resources, the fair's accomplishments have justified the decision of the governing National Liberation Council to go ahead with the exhibition.

Licensing agreements concluded at the exhibition will relieve the pressure of demand locally for scarce consumer goods. In addition, local investment was a strong secondary theme of the show.

Successes were registered by all five sections of the commercial exhibition—mobile trade fair, sample display center, business information office, major company exhibits, and the U.S. Trade Mission which stopped in Accra for the first ten days of the fair.

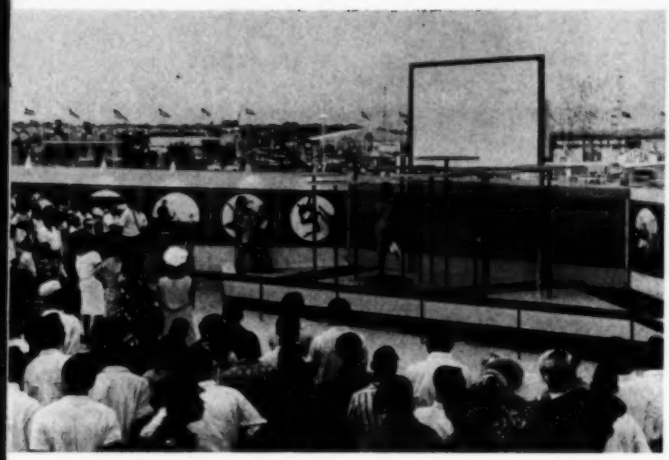
The largest import license allocation, totaling $220,300, was awarded to Dakota Fabrics, one of the firms exhibiting in the sample display section of the U.S. pavilion. Another sample display exhibitor, Remington Arms, had $2000 in sales during the fair.

In the main commercial exhibition, Washington Manufacturing Co. of New York was allocated $44,444 in import permits. Albert Feldstein, representing the firm, estimates that Washington will experience sales of $100,000 during the next year, and predicts that annual sales potential will reach $1 million within five years. Two new local agents were named during the show.

The House of Seagram negotiated an agreement with the Ghanaian State Distilleries Corp. which falls outside the normal import allocation rules, and is expected to generate upwards of $1 million in business for Seagram during the first year.

Oduro-Kwarten, local agent for several American firms, reported nearly $60,000 in sales for Encyclopaedia Britannica, Borg-Warner, and other companies. Ghana Consolidated Machinery, another local agent, registered $100,000 in sales for Koehring Co., manufacturers of heavy machinery.

The Business Information Office at the fair was kept busy completing agency appointment recommendations as a result of interviews with prospective local agents for the U.S. products on display



GHANAIAN TEXTILES used in U.S.-made clothing were highlights of the fashion show (above left) put on by the U.S. Information Agency. A local secretary examines the operation of an NCR accounting machine (above right) at the booth of the National Cash Register Co. in the commercial exhibit area.

U.S. products

new sales of over $2.5 million

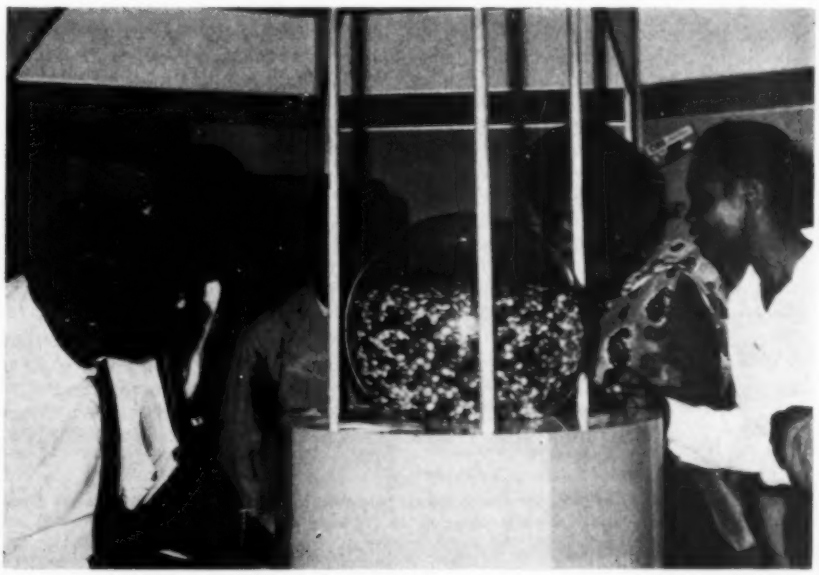
and for other firms whose catalogs and literature were available for inspection.

Farrell Lines, operators of the mobile trade fair section of the overall promotion, reported success in establishing agencies for the products in their displays.

The members of the Trade Mission held 133 specific interviews with local businessmen, and forwarded more than 125 business opportunities for publication in INTERNATIONAL COMMERCE. These were mostly for export of consumer goods, building supplies, and light industrial machinery and agricultural equipment.

Attendance at the U.S. pavilion, which was constructed in a large geodesic dome pattern, ran to 600,000, about two-thirds of the attendance for the total fair. The biggest attractions in the U.S. section were the U.S. Information Agency exhibits. Several displays showed the finished U.S.-made products created from raw materials exported from Ghana. Clothing from Ghanaian fabrics were shown at an outdoor fashion show, and chocolate products made of local cocoa beans were made available to the public.

Most popular of all was the booth where free vaccinations against smallpox were administered, with as many as 750 vaccinations being given each hour. Over 100,000 persons received the vaccine during the exhibition, providing a literal "shot in the arm" for the National Liberation Council's health program.



CANDIES MADE FROM GHANAIAN COCOA BEANS fill a glass globe in the U.S. pavilion (above) as visitors try to guess how many candies there are. The Business Information Office (below) was a center of activity during the fair, as prospective local agents studied offers from U.S. firms.

HOST TO TRADE CONFERENCE

Tampa drives for exports

"E" Award winners lead way for more sales as city hosts meeting this month

Tampa, host city for Florida's Sixth Annual World Trade Conference is also showing the way in finding new export markets for Florida products.

The first shipment of pelletized citrus pulp, a by-product of Florida's citrus industry, is expected to leave the new I. S. Joseph Co. plant at Fort Tampa for an overseas destination by the end of March.

The company has already established a marketing chain in foreign markets and the new product will be phased right into the system, according to Don Kieffer, who is in charge of the firm's Tampa project. "We're trying to create a new market for a Florida citrus by-product which so far has not been tapped."

"In the next five-year period we're expecting a tremendous increase in citrus production. They're going to have to find new markets for all that juice, and they're also going to have to find markets for the by-products."

Kieffer expects to ship the pellets of citrus pulp, which is used as cattle feed, to the Far East and Europe.

Why pick Tampa? "It's the closest deep-water port to Florida's citrus industry," says Kieffer. "We've also gotten special cooperation from the Tampa Port Authority and the Chamber of Commerce."

The Joseph Company developed the method for pelletizing feed products when shipping firms were reluctant to ship feed products in bulk form. The pelletizing is an aid in transportation because it enables shipments in large quantities in smaller amounts of space. The company was awarded a "Presidential E" award for developing the process.

The Tampa-based Florida Citrus Exchange, another "E" award winner, has increased its exports of citrus products by about 800% since the end of the Second World War, according to export manager Howard N. Baron. The organization is now Florida's leading citrus exporter.

"We're always looking for new markets, though," says Baron. "I just got back from a trip through Eastern Europe a few months ago. It's one of our fastest growing markets, and we shipped over 250,000 boxes of citrus products to countries behind the Iron Curtain last year."

How to talk more Florida firms into similar activity will be a prime topic at the World Trade Conference at the Sheraton-Tampa Motor Inn, Mar. 16 and 17. The first morning session will review Florida's stake in international development, and study the role of the small firm in foreign trade.

Acting Assistant Secretary of Commerce for Domestic and International Business Lawrence C. McQuade will present a 1967 perspective on international trade to the luncheon session.

E. E. Schnellbacher, Asst. Director of the Commerce Dept.'s Bureau of International Commerce, will preside during the afternoon, when conferees hear speakers describe the advantages of two-way trade, Rotterdam's role as a gateway to the European market, and intermodal containerization.

The Friday morning session will concentrate on phosphate's place in world food markets, and at the conference's final meeting that afternoon, speakers will cover the freight forwarder's function in international trade and the role of imports in balancing trade.

Tampa claims the title of Florida's largest gateway to the world's waterborne commerce. During 1966 the Port of Tampa handled almost 25 million tons of cargo. Nearly 4,000 ships, flying the flags of 30 nations, moved in and out of the port.

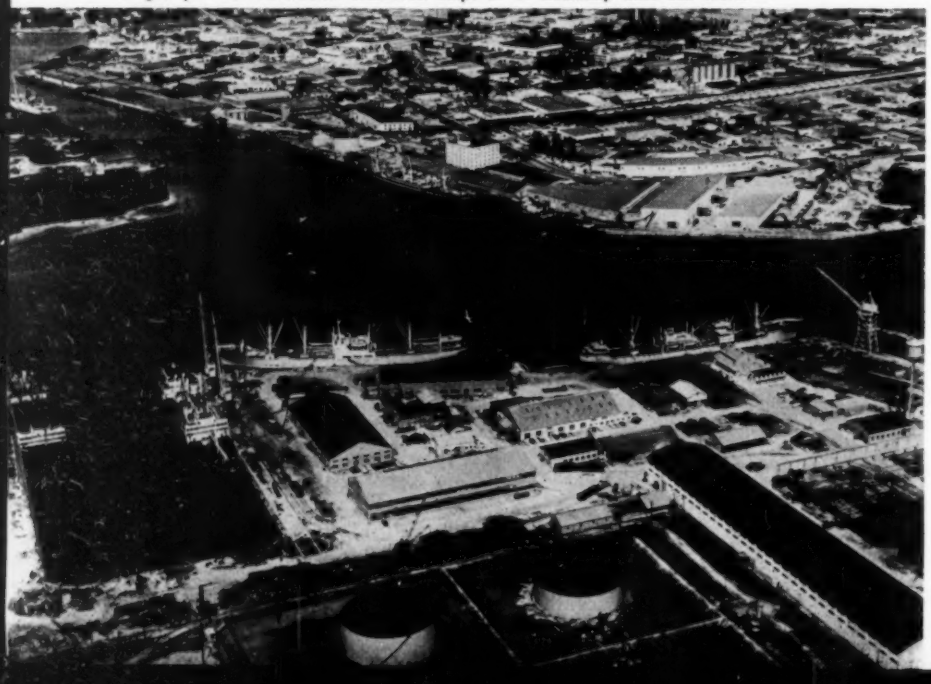
In addition to exporting Florida's goods, Tampa's deep-water port also serves as a gateway to Central and South America for the products of industries in the heartland of the United States. The Port Authority points out the seldom-realized fact that Tampa is closer than California to the Pacific Coast countries of South America.

The Tampa port complex covers 30,000 feet of waterfront on channels maintained to a depth of 34 feet. The Port Authority is sponsoring a project to deepen the harbor channels to 40 feet. The first funds for the project are expected to be made available during 1968. The U.S. Army's Corps of Engineers is making a preliminary feasibility study of the plan.

A cattle-loading facility, billed as the most modern in the nation, is scheduled for completion during 1967.

The port contains 63 public and private docks and wharves, and three million square feet of warehousing, a million of which are for cold storage.

THE PORT OF TAMPA, host city for Florida's Sixth World Trade Conference, bills itself as the State's largest port for waterborne commerce. Ships of 41 steamship lines call there.



INSTANT TOWN OF MOBIMBI is loaded aboard freighter at Port Everglades, Florida. At right, the finished community nestles against a Sierra Leone hillside.

Florida firms team up to leave mark on Africa mining venture

Carpco of Jacksonville and Panelfab of Miami play key roles in 100,000 ton-per-year rutile operation in Sierra Leone

Two firms from opposite ends of Florida joined in helping to create a brand new mining venture in the West African nation of Sierra Leone.

Carpco Research and Engineering, of Jacksonville, assembled and shipped the entire dry processing plant for a 100,000 ton-per-year rutile mining operation, while Panelfab International of Miami shipped a ready-for-assembly community to house the 150 Americans employed on the project at Mobimbi.

As a final Florida touch, the actual mining will be done by an hydraulic dredge designed by internationally-known engineer Ole Erickson of Tampa, who also serves as a consultant to the Tampa Port Authority.

A Carpco engineer spent almost five years in Sierra Leone, drilling ore samples and measuring the extent of the deposit. He sent a 100-ton shipment of samples to Jacksonville for testing. When the tests indicated that high grade rutile could be obtained from the deposit, Sherbro Minerals Ltd., owned 80% by Pittsburgh Plate Glass, was set up to carry out the project.

Carpco offers to test samples of prospective customers' ores, sets up mineral processing flow sheets and designs proposed plants according to the customer's specifications. All of these services are pointed toward the sale of Carpco equipment.

Panelfab's 'instant community' included 15 three-bedroom homes, 25 two-bedroom homes, a ten-unit bachelor quarters, a warehouse, and a three building office complex.

Total service

"We supplied everything from the smallest fork to the largest piece of furniture," said Panelfab President Milton Fisher. Panelfab's turn-key export package provides pre-engineered structures of every kind, fully-equipped and furnished, and designed for use anywhere in the world. "Our total service eliminates many steps for a client, saving both time and money," says Fisher.

Panelfab International has shipped its products or negotiated with prospective customers in 70 countries, and representatives from 34 countries have visited the firm's Miami offices.

The firm also offers a complete international design service, and was selected to redesign the royal suite at Tobago's Crown Point Hotel prior to Queen Elizabeth's visit last spring.

Computer plots export strategy

The University of Florida has established an International Marketing Resource Center to help U.S. companies develop effective marketing strategies for penetrating foreign markets. The Center collects and analyzes data on both the successful and disastrous attempts by U.S. firms to sell overseas, and tries to construct useful models to serve as guides for future export efforts.

The experiences of more than 800 Presidential 'E' Award winners and 400 other leading U.S. exporters have already been fed into the Center's computer bank, which makes it possible to process and accumulate great amounts of detailed information and have it available for instant use.

For new corporations planning to enter foreign markets the Center will—through published materials, personal consultation and management seminars—furnish guidelines to minimize wasteful expenditures of money and time.

Finally, the Center's director, Dr. H. S. Heidingsfield, expects to help expand the awareness of the profit potential of international trade among domestic firms.

Although the Center is supervised by faculty members of the College of Business Administration, it obtains its operating funds through contributions by private corporations. All facilities and services of the Center are available to contributing firms, and a board including representatives of each firm meets at the Center at least once a year to review its work and offer suggestions for increasing its effectiveness to U.S. business.

DOW CHEMICAL'S LATIN HEADQUARTERS was located in Miami's Coral Gables suburb after a search involving a ten-item marketing evaluation program.

CORPORATION'S TEST RESULT

Best Latin base? Miami!

Dow Chemical, seeking Hemisphere hub, found Florida city tops on ten major points

An example of a good Latin American regional headquarters city?

Miami, Florida, U.S.A.

The choice was that of a major U.S. corporation. It was not made capriciously.

Dow Chemical Co., looking for a base for its Latin American operations, judged Miami against five cities in Spanish-speaking America, using a carefully-weighted scale that included ten factors of major marketing importance.

The factors on which Dow says the cities were judged:

► Communications with the field—35 points—includes freight and mail transportation, telephone and teletype services.

► Communications with corporate headquarters—15 points—the home office is located in Midland, Mich.

► Availability of local labor—10 points—ample supply of clerical and secretarial help, which makes up 40% of regional headquarters staff. In this case, bi-lingual ability in Spanish-English is necessary.

► Local environment—10 points—banking facilities, institutions and business contacts.

► Political stability—5 points—outlook for the next ten years.

► Desirability to non-nationals—5 points—housing, schools and living conditions in general.

► Office space—5 points—availability, quality, cost.

► Cost of business operations—5 points—salary levels, cost of moving households and of business transportation.

► Insulation from local operations—5 points—location away from other company offices to avoid conflicts of authority.

► Legal problems—5 points—such matters as immigration restrictions.

Miami scored 88 points out of a possible 100. Such factors as having 15% of its population Spanish-speaking and having excellent communication and transportation facilities were heavy point-makers.

Runner-ups

San Juan, Puerto Rico and Lima, Peru, the closest runners-up, each scored less than 60 points.

Although Dow had originally expected to locate in a Latin American city, the company found many advantages in Miami in addition to those considered in the evaluation survey.

Miami International Airport is second in the United States in amount of cargo handled. Also, it puts executives within two to four hours flying time of their customers in Latin America.

The Port of Miami has expanded its facilities by building a new 275-acre bulkheaded island in protected Biscayne Bay, with 9,200 feet of berthing, 6,000 feet of dockside rails, 150 acres of open storage, a 1,700-square-foot turning basin on a 400-foot-wide channel. The Port also has roll-on roll-off platforms for trailerized cargo.

New port

The new port facility, opened in 1965, cost $26 million. Its area is that of 55 city blocks, twice the size of Miami's main business district. Port of Miami's cargo movement has increased 77% in the last four years, contributing more than $11 million to Dade County's economy.

Miami is a distribution point for the Western Hemisphere, with weekly sailings to all Caribbean ports, to the east coast of Central America and to the north coast of South America.

The Miami area is the home of 13 of the state's 22 winners of Presidential 'E' awards for export expansion.

The new Dow headquarters, located

in the adjoining suburb of Coral Gables, administers offices and suboffices in Mexico City, San Juan, Bogota, Sao Paulo, Rio de Janeiro, Buenos Aires, Lima, Caracas, Santiago, San Salvador and Guatemala City.

The Dow locations are staffed mainly by Latin Americans, many of whom have held responsible positions at company headquarters in Midland, Mich., or received training there. General manager for Dow's Latin American area is Paul F. Oreffice, who has worked in Spain and Ecuador, and managed Dow's operations in Brazil for six years.

Risks are greater

Mr. Oreffice says of his new territory, "The Latin American area is composed principally of developing nations. Like all countries at this stage of their history, they have their economic and political ups and downs. As a result, the risks that a private company takes are greater than in the United States or Europe. Dow is ready to take those risks. Working closely with local people, we will develop for each country a program that is mutually beneficial to the local economy and to Dow. In this way we expect to earn sizable long-term rewards."

Mr. Oreffice also emphasizes that Dow's location on U.S. soil will not have a detrimental effect on their attitude. "We will be as Latin and as understanding of the local needs as if we were located in the middle of Latin America."

Dow International's president Macauley Whiting expects the new office to enable Dow to gauge better the Latin American area's requirements and the company's opportunities to fill them, and to be more responsive to Latin needs.

As a result in part of the Latin American Free Trade Association (LAFTA) and the Central American Common Market, the prospects are good in Latin America for development of industry, modernization of agriculture, and general improvement of living conditions.

In the absence of adequate savings on their own part, virtually all Latin American countries need substantial investment funds from outside sources, among which is the United States. Dow has been well established in Latin America for years, contributing to the development of the area with products and technology.

The company opened an office in Montevideo, Uruguay, 15 years ago. Today there are 11 Dow offices and branches in Latin America, four manufacturing plants and four associated companies.

Most Dow products marketed in Latin America are exported from the United States. However, local manufacturing operations are becoming as significant in Latin America as they already have in Europe.

Since early 1950's

International Petroleum Company, a large Canadian corporation almost wholly-owned by Standard Oil of New Jersey, has had headquarters in Coral Gables since the early 1950's. All the firm's operations are in South America. "We sell absolutely nothing here," says International's President H. C. Kauffman, Jr. "We take no income from the local economy, but the reverse flow is far different. We have over 300 local employees, predominantly management, professional and technical personnel.

"Our reason for locating here is simple —convenience."

Other companies that have located their Latin American headquarters in the Miami area are Corning Glass International, Minnesota Mining & Manufacturing Co., Chicago Bridge & Iron, Latin American Gulf Oil, Esso Inter-America and Esso Chemical Inter-America, Coca-Cola Inter-America, Henderson's Portion Pak (a subsidiary of Borden's), Shell Development Corp., Dow Corning, Central Soya and many more.

Although the results are just beginning to be felt, Robert McKellar, Dow's manager for public relations and advertising says, "We're really happy the way it turned out. The things we were looking for when we selected this area have turned out pretty much the way we expected."

Commerce serves Florida through two field offices

Florida's exporters have two U.S. Department of Commerce field offices to serve their foreign trade needs. The Jacksonville office is located in Room 512 of the Greenleaf Bldg., 208 Laura St. The Miami office is located in room 926 of the Federal Office Bldg., 51 S.W. Morrison St.

The boundary line between the two offices runs across the state from a few miles south of St. Petersburg on the west coast to a few miles south of Vero Beach in the east.

NEWLY-BUILT 275-ACRE ISLAND in Biscayne Bay helps handle Miami's surging foreign trade. It has roll-on, roll-off platforms for containerized shipments.

AREA SUMMARY, 1966

U.S. trade expands faster in most major markets

Canada, Europe, Japan accounted for bulk of rise in exports and imports

U.S. trade with most major areas advanced sharply in both directions in 1966.

Exports, excluding military grant-aid, rose by 10% to $29.4 billion, a much faster pace than the 7% average gain recorded during 1961-65. Our substantial export expansion was eclipsed, however, by the one-fifth rise in imports last year. The more rapid rise in U.S. purchases of foreign goods to a $25.6 billion total reduced the U.S. gross export surplus by $1.5 billion to $3.8 billion in 1966.

The strong export gain reflected greater demands for both agricultural and nonagricultural goods as a result of expanding economic activity, insufficient food supplies, and growing requirements of development programs abroad. Accelerated sales to Canada, Western Europe, and Japan accounted for nearly two-thirds of the overall export gain. Following a negligible advance in 1965, shipments to the developing countries rose by 12%, largely to Latin America and East Asia. Oceania was the only major region where U.S. exports showed a drop in value.

Gained each quarter

Exports gained in each quarter of 1966, principally the first and third. Sales to Canada on a seasonally-adjusted basis advanced throughout the year, while those to Japan climbed steadily after a sharp decline in the March quarter. In contrast, shipments to Western Europe reached a peak in the first quarter and then decreased for the remainder of the year.

Largest advance since '51

The spectacular rise in imports principally to meet the growing demands of the booming U.S. economy in 1966 was the largest advance in the rate of foreign purchases since 1950-51. Western Europe, Canada, and Japan accounted for $3.4 billion, or four-fifths of the $4.2 billion import expansion last year. The American Republics and the East Asian countries accounted for the bulk of the $611 million, or 9%, increase in arrivals from the developing countries.

Imports rose rapidly until the final three months when they showed a marked slowdown. U.S. purchases from Canada, like our exports, expanded in each quarter. The rise from that country was the only significant advance from a major area in the last quarter. Arrivals from Western Europe and Japan increased strongly until the December quarter when a decrease was registered for Japan and only a fractional gain for Western Europe.

The 18% advance in sales to Canada accounted for well over one-third of the $2.7 billion increase in U.S exports last year and surpassed our combined gains in exports to Western Europe and Japan. Shipments to our northern neighbor quickened to a record $6.7 billion, largely as a result of expanding industrial production and greater capital spending there and the duty-free automotive products trade agreement.

An upsurge in deliveries of motor vehicles, aircraft, and related parts and industrial and agricultural machinery was responsible for most of the increase. Sales of chemicals, textiles, metal manufactures, and scientific and controlling instruments also showed good gains. The big expansion in U.S. sales to Canada lifted our share of the market to 72%, the highest level reached in recent years.

Top Canadian sellers

Over half of the steep increase in imports from Canada was in greatly expanded arrivals of motor vehicles, engines and parts, agricultural and electrical machinery, and aircraft. Also contributing to the higher import bill from Canada were larger purchases of crude petroleum, lumber, wood pulp, newsprint, ores, and aluminum. Copper metal and scrap im-

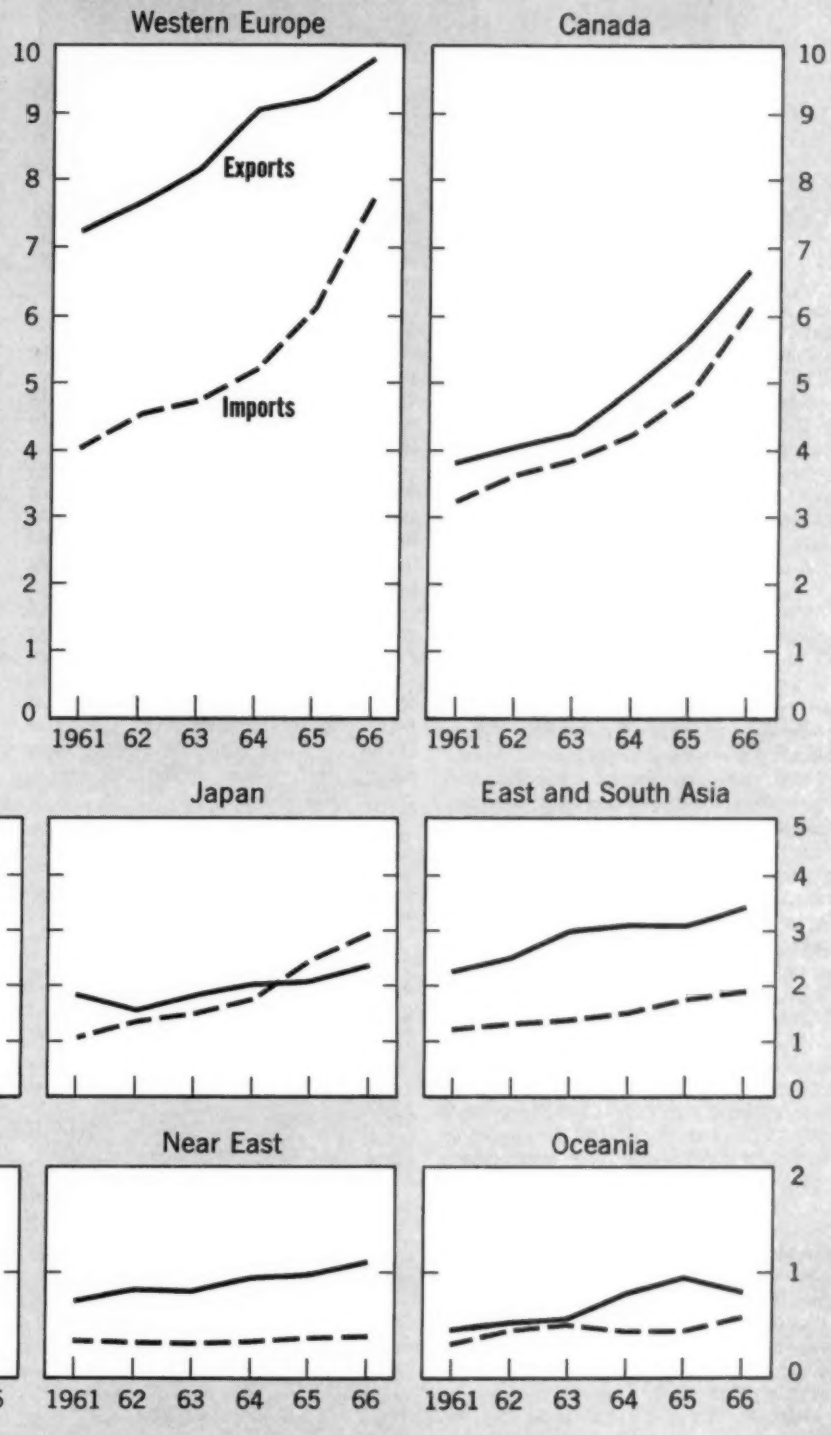
U.S. trade with most areas expanded faster in 1966

Exports			Area	Imports		
Millions of dollars 1966	Percent change 1965-66	Average annual % change 1961-65		Millions of dollars 1966	Percent change 1965-66	Average annual % change 1961-65
9,813	+ 6	+ 6	Western Europe	7,685	+25	+11
6,661	+18	+10	Canada	6,125	+27	+10
4,235	+12	+ 2	American Republics	3,970	+ 8	+ 4
3,440	+11	+ 8	East and South Asia	1,927	+11	+10
2,365	+14	+ 3	Japan	2,965	+23	+21
1,160	+ 8	+11	Africa (excl. Egypt)	960	+11	+ 8
1,112	+12	+ 8	Near East	404	+ 3	+ 2
814	−15	+21	Oceania	594	+31	+ 9

U.S. TRADE BY MAJOR WORLD AREAS, 1961-66

In billions of dollars

Western Europe and Canada accounted for three-fifths of U.S. export, import advance



U.S. exports by area, 1966

In millions of dollars, seasonally adjusted

Area	First qtr.	Second qtr.	Third qtr.	Fourth qtr.
Total, excl. military grant-aid	7,216	7,259	7,453	7,484
Canada	1,586	1,667	1,675	1,726
Western Europe	2,531	2,410	2,363	2,336
American Republics	1,055	1,003	1,081	1,061
Japan	482	584	627	650
Other areas	1,562	1,595	1,707	1,711

Note: Values by area are preliminary.

ports rose sharply both in value and quantity as supplies from other areas failed to meet rising U.S. demand.

After a weak gain in 1965, U.S. exports to Western Europe advanced by 6% to $9.8 billion. Larger shipments of grain, soybeans, and animal feed accounted for about half of the increase. Also expanding strongly were sales of tobacco, aircraft and parts, electronic computers, scientific instruments, and electronic tubes.

The advance in U.S. shipments to the countries of the European Economic Community fell short of the increase to Western Europe generally, largely because of the slowdown in West Germany's economy and expanded trading among member countries.

U.S. sales to the United Kingdom moved up strongly despite a deceleration in economic activity after the adoption last summer of stringent measures to correct that country's balance of payments difficulties. Most of the 8% gain in exports to Britain consisted of larger deliveries of tobacco, wheat, corn, machinery, and chemicals.

Imports from Western Europe advanced by one-fourth to a $7.7 billion total for the year. The area accounted for 37% of the overall gain in our foreign purchases in 1966. Strong U.S. demand for machinery, motor vehicles, aircraft and parts, chemicals, and a variety of consumer goods and food items stimulated our European imports.

Arrivals from the EEC countries climbed at about the same rate as purchases from the rest of Western Europe, with West Germany and Italy accounting for most of the rise from the Six. Purchases from the United Kingdom expanded by better than a fourth, an acceleration from the sharp increase registered in 1965.

Greater emphasis on industrial development, additional foreign credits, increased foreign exchange earnings, and some liberalization of import regulations in the American Republics caused U.S. shipments to that area to expand by $447 million, or 12%, after a slight decline in 1965.

Prominent in the advance were larger shipments of machinery, wheat, aircraft and parts, chemicals, and refined copper. Brazil, Colombia, and Mexico accounted for most of the gain in U.S. deliveries to Latin America.

In a doubling of 1965's modest rate of growth, imports from the American Republics advanced by $295 million, or 8%. Mexico, Brazil, and Peru accounted for all but a small share of the expansion. Increasing substantially were U.S. purchases of Latin America's sugar, vegetables, beef, cocoa beans, fish meal, copper, and textile yarn.

All-time highs

The strong recovery in the Japanese economy in 1966, following sluggish growth during most of the preceding year, stimulated a 14% rise in U.S. sales there to a record $2.4 billion. Over half of the $285 million advance was in greater deliveries of soybeans, grain sorghum, wheat, and chemicals. Logs and iron ore sales also went up sharply. Shipments of machinery and transport equipment gained by 6%, only a fifth of the sharp rate of increase posted in 1965.

The 23% rise in imports from Japan, though much less than the 37% jump in 1965, boosted U.S. purchases from that country to a new high of $3 billion. Sharp increases in industrial machinery, radio and TV sets and parts, autos, tuna, sound recorders, chemicals, and scientific instruments accounted for half of the advance. Also showing substantial gains were arrivals of textiles, clothing, motorcycles, and steel-mill products.

More trade with Africa, Asia

Commercial sales and government-financed shipments to the developing countries of Asia and Africa together rose by nearly $600 million, bringing total exports to those countries to the $5.3 billion mark in 1966. Despite reduced deliveries to Pakistan and a leveling in shipments to India and the Philippines, exports to East and South Asia increased 11% to nearly $3.5 billion. Movements of grain sorghum, fertilizers, and nonelectrical machinery advanced sharply, accounting for three-fifths of the increase to the area.

Developing nations of Africa and the Near East, in an easier position due to generally higher foreign exchange availabilities, took an additional quarter of a billion dollars, or 15% more, of U.S. goods last year. Larger deliveries of PL-480 wheat, machinery, and transport equipment more than offset declines in various crude materials and agricultural commodities.

Import controls imposed in 1965 by the Republic of South Africa, our best customer on the African continent, led to an 8% drop in U.S. sales to that country. Most of the decrease was due to sharply reduced shipments of machinery and aircraft.

U.S. imports from East and South Asia

U.S. imports by area, 1966

In millions of dollars, seasonally adjusted

Area	First qtr.	Second qtr.	Third qtr.	Fourth qtr.
Total	6,020	6,307	6,618	6,685
Canada	1,458	1,484	1,505	1,692
Western Europe	1,748	1,902	2,025	2,030
American Republics	946	996	1,049	1,008
Japan	695	736	778	759
Other areas	1,173	1,189	1,261	1,196

Note: Values by area are preliminary.

went up by a tenth, a lower rate of growth than in 1965. Increasing by sizable margins were U.S. purchases of transistor radios, TV apparatus, and semiconductors mainly from Hong Kong and Taiwan, wearing apparel, and jute fabrics. Imports of copra, crude petroleum, and rubber, however, declined from year-earlier levels.

The developing countries of Africa, benefiting from greater demand for their primary products in this market, enjoyed a strong rebound from the slight decline of 1965 with a 12% advance in their U.S. sales. The turnabout reflected greater arrivals of coffee, crude petroleum, nonferrous metals, and diamonds.

Arrivals from the Republic of South Africa increased by 11%, slightly less than the rate for the rest of Africa. Most of this gain was in nonferrous ores and metals.

The 3% gain in imports from countries of the Near East was a marked slowdown from the one-tenth gain in 1965. Increased arrivals of diamonds, cotton, foodstuffs, fuel oil, and textiles outweighed a decline in crude petroleum imports.

Drop in sales to Oceania

The 15% decline in U.S. exports to Oceania was largely a consequence of sluggish economic activity in Australia over much of the year and restrictions on foreign purchases adopted by New Zealand last July to correct its adverse balance of payments. With the exception of crude and manufactured fertilizers and electrical machinery, nearly every major export category showed sizable decreases in U.S. sales to those countries.

In contrast, the steep 31% increase in imports from Oceania was about ten times the rate of advance in the preceding year. Primarily responsible for this upsurge were larger U.S. purchases of beef, sheep and lamb skins, and steel-mill products. After dropping sharply in both 1964 and 1965 from their 1963 record level, receipts of Australian beef jumped by one-half in response to short supplies and attractive prices in this country.

A summary of last year's U.S. two-way trade, by area, is presented in the accompanying article. A summary for 1966, by commodity, appeared in the Feb. 20 issue of INTERNATIONAL COMMERCE.

Both reports, along with tables and charts, were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

World Bank private enterprise financing bolstered, broadened

New policy raises individual commitment to $20 million; permits support of agriculture, public utilities, tourism

The World Bank's affiliate that specializes in private enterprise financing is now in a position to make larger individual commitments and to help finance a broader range of development enterprise.

These are major points in a new statement of policies issued by the International Finance Corporation in Washington. They are contained in a booklet that reflects recent changes in IFC's operations and provides general guidelines for private enterprises seeking financing for projects in the less developed countries.

The booklet states that the maximum commitment IFC would normally consider is now $20 million. To date, the single largest transaction by IFC has been $12 million and its investments have averaged $1.5 million.

Venture capital

The booklet also points out that while IFC has so far invested primarily in manufacturing industry and in development finance companies, it is prepared to consider investments in other types of enterprise such as projects relating to agriculture, service industries, public utilities and tourism.

Special stress is placed on IFC's role as a source of venture capital within the World Bank Group of institutions. The booklet states that IFC normally provides financing by subscribing to shares, usually in conjunction with a long-term loan. The final maturity of IFC loans generally ranges from seven to twelve years, with a grace period before amortization payments begin.

The booklet also emphasizes that IFC's investments are negotiated on terms designed to attract participation by private investors, so that the corporation can sell parts of its investments and thus turn over its funds in order to make new commitments.

Among other subjects, dealt with in the new booklet are the criteria applied by IFC in considering investment proposals, the degree to which IFC is prepared to participate in the financing of a project, and policies regarding relations with the managements of enterprises in which IFC invests as well as relations with governments.

The booklet notes that IFC is now responsible for the appraisal of all projects concerning industry, mining and development finance companies submitted to the World Bank Group for financing. It outlines IFC's special responsibilities regarding assistance to private development finance companies.

There is no standard form of application for IFC financing. Before making a detailed appraisal of an investment proposal, IFC expects certain preliminary information, similar to that normally required by a private investment institution. Such information should include a description of the enterprise; its legal status; financial history; present and proposed operations; the purpose for which financing is required and the amount sought; financial forecasts of operating results and, in the case of a manufacturing enterprise, the costs and availability of raw materials and other inputs, together with a review of technical assistance or other agreements, where relevant.

Ten years old

IFC was established in July 1956 to assist private enterprise and private investment in the less developed of its member countries. Membership of IFC consists of 83 countries. The corporation's share capital and reserve against losses totaled approximately $132 million at the end of 1966. An initial World Bank loan to IFC of $100 million was approved late last year.

Gross IFC commitments to date amount to over $200 million in 36 countries; of this total, approximately $54 million was accounted for by 1966 commitments. Among the chief industries assisted by IFC are iron and steel, fertilizers, pulp and paper, cement and textiles.

The new IFC General Policies is being published in English, French, German and Spanish. **Write:** International Finance Corporation, 1818 H St., N.W., Washington, D.C. 20433.

New country 'Trends' reports are aimed at business needs

First 16 of revamped series by U.S. Commercial Officers now available; users' responses will determine publication

"Following a long period when Israel grew rapidly and became relatively affluent, the economy is now maintaining its level rather than expanding. The reason is largely much lower immigration, coupled with measures previously taken to 'unheat' the inflation-prone Israeli economy. . .

"The slowdown also brings some progress towards consolidating previous growth and bringing Israel closer to the day when it can maintain living standards without the need for outside assistance, public or private."

Thus begins a new report in a series issued by selected U.S. Embassies around the world. Economic trends in key foreign markets and their implications for U.S. business interests are the focus of these reports.

They can be obtained from the U.S. Department of Commerce's Clearinghouse for Federal Scientific and Technical Information.

Prepared by U.S. Foreign Service Officers at the various American Embassies abroad, the Economic Trends reports

► provide an integrated analysis of the current business and economic situation in a foreign country,

► point out those trends which are significant from the U.S. viewpoint,

► discuss their implications for U.S. business and economic relations with the country,

► will, if generally adopted, be issued semi-annually for most countries, annually for others.

Economic Trends reports are now being considered as substitutes for the Economic Summaries still produced at other overseas posts. In consultations with businessmen, a Government team on Foreign Service reporting came recently to the conclusion that Economic Summaries were not entirely in line with business. User reaction to the new reports is now being surveyed. Purchasers can make their views known by filling a questionnaire attached to the back of each report.

Ordering data

The following Trends reports, all dated February, 1967, may be ordered from the Clearinghouse, U.S. Department of Commerce, Springfield, Va. 22151, for $1.50 each. Orders may also be placed with any Department of Commerce Field Office.

Refer to Clearinghouse DIB number and title, and make check payable to U.S. Department of Commerce or submit the number of the GPO Deposit Account to be charged for this purchase.

The list by number and title:

DIB-67-35, Argentina; DIB-67-36, Australia; DIB-67-37, Belgium; DIB-67-38, France; DIB-67-39, Germany; DIB-67-40, Iraq; DIB-67-41, Israel; DIB-67-42, Japan.

Also DIB-67-43, Libya; DIB-67-44, Malagasy; DIB-67-45, Mexico; DIB-67-46, Nicaragua; DIB-67-47, Norway; DIB-67-48, Peru; DIB-67-49, South Africa; DIB-67-50, Venezuela.

BUCKS COUNTY INTERNATIONAL TRADE DEVELOPMENT ASSN. prepares for its international Trade Show, to be held June 1-3 in Langhorne, Pa. Seated l. to r. William B. Hicks, association vice-president; Norman A. Olsen, association president; Hugh Monaghan, whose firm will publicize the show; William P. Abbott, chairman of the Show committee. Standing, l. to r., Robert D. Crowley, association treasurer; David R. Johnson, of the executive committee; John T. Acton, director of international trade and port development, Pa. Dept. of Commerce; Albert W. Angulo, Trade Show treasurer.

Calif. trade group begins new program

A new program of activities is being blueprinted by the California Council for International Trade.

The council will sponsor an industry-organized, government-approved trade mission to Russia in mid-May. Twelve leaders of California business/agriculture will spend three weeks in the Soviet Union seeking markets for California farm products and packaging and processing machinery.

Another feature of the Council's new program is regular luncheon meetings with important international trade leaders as speakers.

Membership in the Council, an affiliate of the U.S. Council of the International Chamber of Commerce, is open to any firm or individual engaged in international trade or related services headquartered or doing business in California.

Write: California Council for International Trade, 303 World Trade Center, San Francisco, Calif. 94111.

Part ownership, skills from U.S. sought to up Africa food output

AID, in new approach, will enlist American companies to bring production-to-marketing under single management

The profit motive is being directly related by the Agency for International Development to a new program to build agricultural production in ten African countries. The plan calls for technical and managerial advice from the American firms—and part ownership by them in new ventures.

AID wants to bring together crop and animal production, processing, distribution and marketing under one corporate framework. Previous agricultural projects in Africa, relying primarily on institutional education, research and extension, have been slow to produce results, hence the new emphasis.

The AID program involves three phases: first, a preliminary study to determine whether the country warrants further action; second, a detailed study, before beginning production (both of these will be 100% grant-financed by AID on an expense without fee basis, but the latter will convert to a loan repayable from profits should an investment materialize); the third stage is the investment itself, eligible for liberal AID loan financing with terms designed to enable a rate of return that will attract investment to Africa.

AID is interested only in studies performed by experienced companies which seek ultimate project involvement. The following opportunities are under consideration:

Ethiopia: crops and livestock; production of citrus, oil seeds and cotton under irrigation; dry-land production of wheat and oil seeds.

Ghana: livestock, rice and sugar for internal markets; oil palm, citrus and pineapple for external markets; integration of processing plants for animal products, canned fruit and vegetables, fiber products (jute and kenaf), with production facilities and market outlets.

Kenya, Tanzania and Uganda: livestock for export—especially processing and marketing; fruit and vegetable production and processing; oil seed production and processing; fiber production, processing and manufacturing.

Morocco: production, processing and marketing of fruits and vegetables under irrigation for export; processing and marketing of citrus and apricots; development of integrated small grains-forage crops-livestock production; joint ventures for commercial seed (wheat, corn, sorghum, crops) production.

Nigeria: tree crop agriculture (oil palm and rubber), rice, fiber (kenaf), fruit (pineapple and citrus) and livestock.

Sudan: livestock production, processing and marketing; potentially a surplus grain producer (sorghum, dura), the country offers the possibility of feed lot operation for production of high quality meat; vegetable and fruit production through irrigation.

Tunisia: fruit and vegetable production, processing and marketing; citrus and apricot processing and marketing; development of small grains-forage crops-livestock production.

For further information, **write:** Norman R. Vander Clute, director, Office of Private Enterprise; Bureau for Africa; Agency for International Development, Washington, D.C. 20523.

Suppliers' credits now sixth of debt in developing lands

World Bank study finds 10 nations owe most; data sketchy

Use of medium and long-term credits advanced to buyers in the developing countries by suppliers in the industrialized countries, to finance the purchase of the suppliers' goods or services, has grown rapidly in the past 15 years, according to a recent World Bank study.

As of the end of 1965, it was estimated that the developing countries owed about $7 billion on suppliers' credits. This represented more than one-sixth of their total external debt and a much higher proportion of their annual debt charges; they were paying more than $1.4 billion a year in service charges on suppliers' credits, out of total debt payments of some $4.3 billion.

The bulk of such debt, the study finds, was concentrated in 10 countries—Argentina, Brazil, Chile, Ghana, Korea, Mexico, Nigeria, Peru, the United Arab Republic and Yugoslavia.

The study points to serious shortcomings in the information now available on suppliers' credits and their relationship to the total debt structure of the developing countries, and makes concrete suggestions for improvements. It calls attention to the fact that unsound administrative practices and financial policies in debtor countries have sometimes made other, less costly, forms of international finance unavailable.

Recommendations include the wider use of technical assistance in tightening administrative systems, for example to maintain a watch over the volume, terms and use of suppliers' credits through authorization procedures or in other ways. It also suggests methods for obtaining better terms. One is for pooling requests for suppliers' credits through domestic development finance companies. Another is the broadening of competition in the assumption of national export credits.

Creditors' duty

It is also suggested to creditor countries to search for ways to divorce the sale of goods from their financing, making greater use of commercial banking facilities instead of suppliers' credits.

The study stresses the importance of recognizing the responsibility of creditor countries to help avoid the assumption by individual developing countries of excessive debt on suppliers' credits.

The Organization for Economic Cooperation and Development (OECD) is suggested as the appropriate forum for reaching agreement among the creditor countries on common principles.

A number of possible methods are proposed for improving coordination on the creditor side. One would be to set up a small permanent secretariat, organized either by the creditor countries themselves or by international institutions. It would make use of the experience and knowledge of existing international organizations to serve ad hoc groups of creditors as situations developed requiring their attention. The study emphasizes the need to avoid undermining the effectiveness of suppliers' credits as a private mechanism for moving goods.

EXPORT TRADE WORKSHOP IN CLEVELAND is discussed by five participants ready for Mar. 15 opening. Clockwise, they are Robert B. Deitz of Consolidated Paint & Varnish and the co-sponsoring Cleveland REEC; Herbert W. Cooper (standing) Meldrum & Fewsmith advertising agency; Harry B. Osborn, Cleveland REEC chairman; Kenneth Lawyer of co-sponsoring Western Reserve U., and Charles B. Stebbins, director of the co-sponsoring Cleveland Field Office of the U.S. Dept. of Commerce.

ASIE announces locations for May foreign trade exams

Sites in 25 cities offer tests for various exporting specialties

The American Society of International Executives will administer its foreign trade exams at 9 a.m. on May 20 at the following locations:

Atlanta, Ga.—Georgia State College, 323-25 Sparks Hall, 33 Gilmer, S.E.

Boston, Mass.—Boston University Graduate School of Business Administration, Room 224, 685 Commonwealth Ave.

Buffalo, N.Y.—Weil, Levy & King, Inc., 135 Delaware Ave.

Chicago, Ill.—The First National Bank of Chicago, Room 1177 (Use 33 South Clark entrance).

Cleveland, Ohio—Chamber of Commerce, Union Commerce Bldg.

Dallas, Tex.—Dallas Chamber of Commerce. 1507 Pacific.

Denver, Col.—Mountain States Commerce & Traffic Service, Inc., 2100 E. Colfax Ave.

Detroit, Mich.—Greater Detroit Board of Commerce, 150 Michigan Ave.

Houston, Tex.—University of Houston. Fred J. Hyne Bldg. (Report to Room 29).

Indianapolis, Ind.—Chamber of Commerce, Conference Room.

Kansas City, Mo.—Chamber of Commerce, Continental Hotel.

Los Angeles, Calif.—University of Southern California, Civic Center Campus, 206 So. Spring St.

Miami, Fla.—Miami-Dade County Chamber of Commerce, 330 Biscayne Blvd.

Milwaukee, Wis.—Milwaukee Assoc. of Commerce, 611 N. Broadway.

Minneapolis, Minn.—University of Minnesota, World Affairs Center.

New York City—New York University, School of Commerce, Room 433 (Washington Square).

Philadelphia, Pa.—Sheraton Hotel. John F. Kennedy Blvd., Room 545.

Pittsburgh, Pa.—U.S. Dept of Commerce, New Federal Bldg. Room 2201 (1000 Liberty Ave.)

Portland, Ore.—U.S. Dept. of Commerce, 520 W. Morrison St.

Richmond, Va.—U.S. Dept. of Commerce, Room 2105 Federal Bldg.

Rochester, N.Y.—Rochester Institute of Technology, Room 245 Eastman Bldg. 65 Plymouth Ave. South.

St. Louis, Mo.—Washington University. Prince Hall, Room 212.

San Francisco, Calif.—Lincoln University.

Toledo, Ohio—Toledo Area Chamber of Commerce—218 Huron St.

Washington, D.C.—George Washington University, 710 21st St. NW. Room 203, Hall of Government. (In cooperation with International Marketing Committee, Washington Chapter AMA.)

Write: American Society of International Executives, Sheraton Hotel, Philadelphia, Pa. 19103.

U.S. Trademark Association sponsors forum Mar. 22-23

Technical trademark questions, both domestic and international, are among the topics at the forthcoming two-day forum "Trademark Problems in Acquisitions and Mergers," sponsored by the U.S. Trademark Association. Scheduled for Mar. 22 and 23 at the Americana Hotel, New York City, the program will include a day of prepared presentations followed by a day of workshop sessions.

Other subjects to be discussed are corporate acquisition problems, tax aspects, corporate policy decisions, antitrust considerations, marketing policy decisions, and communications.

Registration fee for non-members of USTA is $75. Corporate-sponsored law students may attend at reduced rates.

Write: The U.S. Trademark Association, 6 East 45th St., New York, N.Y. 10017.

Jidda office opened

The new U.S. Embassy commercial office in Jidda, Saudi Arabia, was dedicated recently with about 150 businessmen attending, including Mayor Shaykh Wahib Bin Zagr and chairman Shaykh Mohammad al-Awadi of the Jidda Chamber of Commerce. The ceremony was broadcast on Jidda TV.

Tokyo exhibit brings new electronic sales

Good contacts reported by 42 firms as 6000 view latest products

A record number of American executives personally staffed the booths of their companies as the electronic systems and instrumentation show at the Tokyo Trade Center, Feb. 20-25, rolled up twelve-month sales projections of $3 million.

U.S. Ambassador to Japan U. Alexis Johnson opened the show by pointing out that since 1960, U.S. trade with Japan in electronics has increased five-fold, to the $1 billion mark last year. "As industrial growth progresses in both of our countries, there is an increasing demand for the most sophisticated electronic equipment and components," Johnson noted. "This exhibit has been organized in recognition of this important and growing two-way trade."

The trade showed no signs of declining, as the 42 U.S. firms represented in the show booked a total of $241,227 in off-the-floor orders. Four of the firms in the show were actively seeking representation in the Japanese market, and three new agents had been named by the close of the show.

Nearly 6000 people attended the exhibition, with 5636 of these registered as in the electronics trade. Exhibitors were highly pleased with the caliber of visitors, and visitors asked felt the same way about the companies at the Trade Center.

The comment of D. A. Lucks, export sales manager of Sierra Electronic, was typical of most company personnel at the show, "The average inquirer was far more serious about equipment and application than the average U.S. trade show visitor."

California Computer Products concluded a $50,000 sale of a digital magnetic tape plotting system just as the show ended.

The new representative for Leeds and Northrup found the Trade Center show an excellent way to introduce himself and to announce his new agency to the Japanese electronic community. He estimates that his firm will sell $150,000 in Leeds and Northrup products.

Toyo Trading Co., representing John Fluke Manufacturing Co., voiced the one complaint heard from most exhibitors at the show, "We had so many visitors we did not have time to talk with each one of them in detail. A perfect show!"

REPRODUCTION BY COMPUTER is studied (above) by Katsuzu Ohno, president of the Japanese telephone system (left) and U.S. Ambassador to Japan U. Alexis Johnson. The digital magnetic tape plotting system displayed by California Computer Products outlined a print by Japanese artist Utamaro.

COMPANY PRESIDENT Donald Barda (at left in above left photo) of Telonic Industries observes as his agent shows products to buyers. Demonstration (above right) shows products of Royco Instruments. Japanese businessmen discuss Wiltron Co. booth with firm official Peter Lacy (second from right, below).

TOUREX exhibition dates set for Spain, Germany, Yugoslavia to tap growing European market

Three shows will feature U.S. products, technology in fields of construction, hotel management, food handling, recreation

With definite dates set for all three of the scheduled exhibitions, the Commerce Department's TOUREX/67 series of shows is all set to roll into Europe on June 1, at the Barcelona International Samples Fair.

The six-month international TOUREX campaign will include three major commercial exhibitions in European marketing centers. Following the Barcelona promotion, which runs from June 1-15, an exhibit will be mounted at the Munich International Tourism, Hotel, and Restaurant Exhibition, Sept. 15-24. Concluding the three-way effort will be the special U.S. Yugoslavia/TOUREX Exhibition, scheduled for Belgrade, Sept. 28-Oct. 4.

Pleasure travel in Eastern Europe today is at its highest level in history, with freedom of movement and a rapidly rising standard of living contributing to the urge to travel. Eastern Europe has jumped into the tourist business in earnest, encouraging pleasure travel within the Communist countries, and trying to lure foreign tourists to view their attractions.

European market surveyed

The announced plans of a number of Western European nations, as revealed in a Commerce Department market survey, amount to more than $4 billion in such tourist development expenditures as construction and modernization of both lodging and restaurant facilities, expansion of such service facilities as laundry and dry cleaning, transportation, and recreation, and in the purchase of equipment as varied as air conditioners, bed linen, and heavy machinery.

In other countries, such as Germany, Switzerland, and the Scandinavian lands, where the Governments are not directly involved in the kind of overall planning that provides country totals, private enterprise expenditures over the next few years will also be unusually heavy.

The Commerce Department survey covered 12 European nations, pinpointing the needs of each in the fields of construction, development, and maintenance of tourist facilities and tourist-oriented businesses.

Spain expects over 17 million foreign tourists this year, and the current four-year plan calls for expenditures of $713 million in 1967 for construction of new hotels and expansion of existing facilities. Neighboring Portugal plans to spend $53 million in the next year to accommodate an anticipated 2½-3 million tourists.

Germany is experiencing an urgent need for tourist facilities and for labor-saving devices in the hotel and restaurant trades. France, under its fifth modernization plan, will construct 30,000 new hotel rooms and modernize another 60,000 by the end of the year, with total investments expected to reach $434 million by 1970.

The National Five Year Plan in Italy calls for $2.4 billion to be invested in recreational facilities and publicity to attract tourists by 1970. Austria and Greece are each spending over $100 million over the next three years, and Yugoslavia has announced plans to spend $80 million by 1970.

The Communist bloc countries of Czechoslovakia, Romania, Bulgaria, and Hungary are feeling the overflow of increased tourist traffic from their Western neighbors. A strong demand has been created for new and improved facilities to increase the tourist influx, and thereby contribute to one of the best sources of foreign exchange for the Eastern European countries.

TOUREX/67 will provide a package that will give the manufacturers of eight different product lines; as well as hotel management, planning and construction consultants; architects; engineers; and financing institutions exposure to the entire European market area from Portugal to the Black Sea.

The market development campaign in Europe will not distinguish between elements of the food service, tourist, and lodging industries and other areas of the economies of the several countries, since all of the products and services being featured are in general demand. The search for potential buyers will be pressed in such other areas as hospitals, educational institutions, industrial in-plant feeding organizations, and penal establishments, where similar equipment is used.

Barcelona's exhibit will concentrate mainly on food handling and service equipment, institutional laundry and dry cleaning equipment, and institutional cleaning and maintenance machinery. Exhibitors here will have an opportunity to exploit the market potentials of Portugal and North Africa, as well as Spain.

The September exhibit in Munich will be more extensive, featuring the product lines shown at Barcelona, plus heating, ventilation, air conditioning, and refrigeration equipment; recreational facilities; contract furniture and furnishings; transportation and travel facilities, and business machines.

Seminars planned

At Munich and at the following exhibition in Belgrade, a special seminar program will be presented, entitled, "How the tourist is catered to in the United States." Hotel management consultants, hotel planning and construction experts, architects, engineers, and financing institutions will participate in these discussions, designed to help European businessmen benefit from the most successful of the tried and proven techniques in use in the United States.

The Yugoslavia promotion will be a "solo," with only U.S. firms represented in the show. All the product lines shown at Munich will be included, with the exceptions of contract furniture and furnishings, and transportation and travel facilities.

Marketing activities for each of the presentations will include direct-mail campaign to attract potential buyers; all-media publicity with special emphasis on trade publications; press conferences; personal calls on local businessmen; and listings of calls made, to be provided to exhibitors.

Firms interested in cashing in on the European tourism market through TOUREX/67 should contact James N. Willcox, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or telephone area code 202, WOrth 7-4810. Information may also be obtained through any of the Commerce Departments 42 Field Offices.

GENERAL VIEW OF THE EXHIBITS on opening day (above) shows demonstrations and business discussions taking place as the exhibit of printing and binding equipment gets under way at Milan.

U.S. printing firms roll presses in Italy at Milan Trade Center

Expected sales set at $4.5 million by 34 manufacturers in exhibition

Outstanding sales successes were reported by all three of the U.S. firms showing printing and collating equipment for the production of business forms at the exhibition of printing and binding equipment at the Milan Trade Center, Feb. 8-13.

Didde-Glaser reported $107,000 in floor sales, and projected sales of $250,000 during the next twelve months resulting from the show. Hamilton Tool was unable to book definite orders at the show because of the firm's large backlog, but company representatives estimated future sales at $350,000. Western Gear received a tentative commitment for a purchase of about $100,000 worth of their machinery.

Sales expected during the next year totaled an impressive $4.5 million, including the $371,225 in off-the-floor sales at the Trade Center.

In all, 34 U.S. manufacturers were represented in the exhibition. Ten of these were new to the Italian market, and 13 firms had U.S.-based officials on hand.

Ten companies were seeking new agency agreements in Italy or other countries, and eight representation arrangements were concluded during the show—six in Italy, and one each in Spain and Tunisia. Eleven additional agency or distributor agreements were under discussion as the show closed.

Visitors totaled 2192, with 95 from outside Italy. Registered visitors in the printing trade, including apprentices from several local graphic arts schools, came to about 1400.

The next regularly scheduled show at the U.S. Trade Center in Milan will be an exhibition of liquefied petroleum gas utilization equipment, to be held from May 12-18. On June 13-18, the Trade Center will host U.S. manufacturers of industrial furnaces.

GRAPHIC ARTS PRODUCTION MANAGER of 3M Italia (above) was skeptical about entering show, but later reported, "results better than expected." Japanese importer (foreground below) examines digital computer exhibited by Web Press Engineering, whose vice president O. B. Hansen is in the background.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Paris department stores handled almost 22 million shoppers during 1966, some 10% more than the year before, according to the periodical *France Actuelle*. During the Christmas Season the **French** capital's big department stores offered 200,000 different articles for gifts and purchases, many of them imported from the U.S. . . . During 1966 **Netherlands** imports from the U.S. totaled $909 million, 18.8% above 1965. The U.S. share of the Dutch import market reached 11.3%, compared to 10.3% the previous year. . . . Preliminary figures indicate that **Spain's** imports rose to $3,590.7 million last year, an 18.9% increase over 1965 ($3,018.8 million); of the total, $608.9 million or 17% was supplied by the United States ($526.7 million and 17.4% in 1965). Spanish exports rose to $1,253.5 million, a 29.7% increase over 1965 ($906.5 million), of which $147 million or 11.7% were shipped to the United States ($115.5 million and 12% in 1965). . . . Results of careful agricultural management and ideal weather conditions indicate that after several years of bad to average cotton harvests, the **Sudan** will have a good crop in the next few months. With the adoption of a flexible marketing policy and the continuation of present prices, the Sudan can expect good foreign exchange earnings from the sale of this cotton, which is an estimated 100,000 bales over 1965's 850,000-bale crop. The earnings from this major export will be an important factor in improving the Sudan's balance of payments. . . . January-November 1966 **Swiss** imports from the United States amounted to $330 million, nearly 15% above the first eleven months of 1965.

Hong Kong has a place for everything that sells

East Asian entrepot's total two-way trade jumped another 13% in 1966

By TADD A. LINSENMAYER
Far Eastern Division, BIC

"If you can't sell your product in Hong Kong, you can almost always sell it *from* there."

This simple statement sums up the best business approach to what is perhaps the most remarkable market in the world. In the past decade Hong Kong has become an important market in its own right, while still maintaining its traditional role as a main distribution point for Asia.

The Colony occupies less than 400 square miles on the coast of China and has a population of only 3.8 million. It has practically no mineral or other natural resources, is unable to feed itself, and must even import much of its water.

Despite these limitations Hong Kong is a thriving business center, doing more than $2.7 billion worth of two-way trade in 1965. This is more than any other country in the Pacific area except Japan and Australia. To bring this comparison closer to home, it was also more than Mexico, Brazil, Argentina, or any other country in Central or South America except Venezuela.

Hong Kong's total two-way trade in 1966 increased by 13% to over $3 billion. Thus, the market is still growing and should not be overlooked.

Take industry, for example. Hong Kong is a major producer of plastic manufactured articles, which makes it an excellent market for plastic molding compounds and fabricating machinery.

The Colony has long been a leading supplier of plastic flowers. Considerable diversification has taken place since the early 1960's, however, with new products such as plastic toys entering the scene. Hong Kong exported, in fact, over $100 million worth of plastic toys, flowers, and other articles in 1965.

Japanese gaining

To produce these goods, Hong Kong manufacturers imported $23 million worth of polyethylene and polystyrene molding compounds in 1966. The United States supplied $3.4 million worth or 15%. In recent years Japanese suppliers have been increasing their share of this market at the expense of the United States.

Import statistics are not available for plastics fabricating machinery. As more countries such as nearby Taiwan and Korea begin to produce plastic articles, however, Hong Kong manufacturers will have to increase both the quantity and the level of sophistication of their machinery.

Several types of machinery for plastics were demonstrated at the U.S. Light Industrial Machinery Exhibition in Hong Kong last November with good results. Two areas in which prospects appear especially bright are packaging with plastics and the metalizing of plastic parts.

Additional chances

The Hong Kong building industry offers additional sales opportunities. Although construction in Hong Kong has decreased somewhat from the "boom" of 1962-64, it is still at a high level. Construction of industrial buildings has continued to show remarkable gains, increasing during the first six months of 1966 by more than 60% over the January-June 1965 level.

The value of new construction in the first half of 1966 was $81 million, with residential construction accounting for $53 million or two-thirds of the total. Industrial construction amounted to $16 million.

Continued building construction demands heavy imports of building materials. Much of the basic building materials, particularly cement, come from

nearby Asian countries. Other materials such as asbestos cement sheets or gypsum boards are imported from Europe.

The United States is a major supplier of mineral insulating materials, ceramic or metal sinks and washbasins, lighting fixtures, and air conditioning equipment.

The building industry opens the door to yet another promising field for American products, i.e., interior decorations and furnishings. Hong Kong's market for interior decorations and furnishings will continue to expand as personal incomes rise and new business offices are opened. Per capita income is estimated at slightly over $400, while total annual expenditures for a typical Hong Kong household of 5.8 persons is $1,300, according to a survey made by the Hong Kong Government.

In addition to these households, there were over 11,000 business firms registered in Hong Kong as of November 1966, 10% more than the year before.

Demand for furnishings and decorations by both households and businesses is growing. Through October 1966 Hong Kong imported $3.5 million worth of furniture, $1.4 million worth of lamps and lighting fixtures, $1.3 million worth of glassware, $1.3 million worth of record players, $448,000 worth of paints, lacquers and varnishes, and $418,000 worth of decorative plastic household articles.

Top 20 imports from United States

Hong Kong's top 20 imports from the United States last year were:

Electrical machinery parts ($21.6 million, principally components for computer array manufacture), unset diamonds ($18.8 million), raw cotton, ($14.2 million), cigarettes ($10.1 million), fresh oranges ($7.6 million), pharmaceuticals ($5.1 million), parts for television receivers ($4.6 million), unstripped tobacco ($4.5 million), antibiotics ($4.2 million), ginger ($3.4 million), thermionic and electric tubes and valves ($3.3 million), air conditioners ($2.9 million), poultry ($2.6 million), kraft paper ($2.4 million), lubricating oils ($2.3 million), animal feed ($2.2 million), polyethylene molding compounds ($1.8 million), polystyrene molding compounds ($1.6 million), fresh grapes ($1.6 million), and non-motion picture film ($1.5 million).

The United States supplied $128,000 worth of furniture, $173,000 worth of lamps, $130,000 worth of glassware, $256,000 worth of record players, $70,000 worth of paints, and $40,000 worth of plastic articles.

It is the 11,000 registered business firms mentioned above which are responsible for Hong Kong's high level of trade. To facilitate their extensive business operations these firms are increasingly using various types of labor and time-saving office equipment.

In 1965 Hong Kong imported $5 million worth of office machines, of which the United States accounted for $1.3 million, or 26%.

Sales stay strong

Sales continued strong through October 1966, with the United States supplying adding and calculating machines valued at $365,000, typewriters ($315,000), automatic and electronic data processing equipment ($242,000), photocopying and duplicating machines ($101,000), and accounting and bookkeeping machines ($93,000).

The Hong Kong consumer market is also good, especially the market for American food products.

Hong Kong has little arable land—only 33,000 acres—and must import over 80% of its food requirements. In 1965 Hong Kong imported $370 million worth of food and beverages, and through October 1966 imported another $330 million worth. Mainland China supplied 55% of food and beverage imports in 1965, while the United States supplied 7%, or $25.4 million.

Some of the food items for which the United States is a principal supplier include (January-October 1966 imports from the U.S. in parentheses): chilled or frozen chicken ($2,078,300), milk-based baby foods ($492,792), prepared abalone ($1,105,900), unmilled wheat ($899,600), wheat flour ($257,600), fresh oranges ($7,023,100), other fresh citrus fruits ($412,500), fresh apples ($1,059,000), fresh grapes ($1,192,200), dried tree fruits ($138,600), fruit juices ($163,200), canned vegetables ($402,100), chewing gum ($459,600), roasted coffee ($162,600), animal feed stuffs ($1,916,500), vegetable and meat soups ($179,500), beverage extracts ($1,399,100), whiskey ($100,000), and beer and ale ($76,200).

Other consumer products which are finding markets in Hong Kong include clothing, sporting equipment, toys and games, medicines, appliances, fountain and ballpoint pens, and a wide variety of other goods. The market for these products includes not only the 3.8 million residents of Hong Kong, but also the more than 500,000 tourists who flock to Hong Kong every year. More than 500,000 people visited the Colony in 1966, including 143,000 from the United States, 74,000 from Japan, and 42,000 from the United Kingdom.

Regional market

Many American firms look not only to Hong Kong as a market, but also beyond—to the Far Eastern and Pacific market as a whole. Total U.S. sales to the region this year are expected to exceed $5 billion. Hong Kong serves this region, its free port status and excellent harbor making it a natural distribution point. In 1966 Hong Kong re-exported over $300 million worth of goods, over 70% of which went to nearby Asian countries. Over one hundred American firms are known to maintain regional offices in Hong Kong.

To facilitate this entrepot trade, the Hong Kong Government is giving very serious consideration to providing facilities for handling containerized cargo. In a report issued on January 26, a government committee recommended the establishment of a special port area to accommodate container ships and their cargo. The target date for completion of two berths and 58 acres for storage of containers is 1971.

Specify measurements

A U.S. businessman who purchases wood products made an interesting discovery while visiting a furniture factory in Yugoslavia recently. The workmen there were using tape measures marked off in "Vienna inches," 24 of which equal 25 U.S. inches. The discrepancy had previously been unknown to either the American buyer or the Yugoslav manufacturer.

Further checking has brought to light the fact that other unofficial "inches"—of varying lengths—are used in Continental Europe.

To avoid misunderstandings, U.S. firms should be certain that there is agreement as to which measurements are to be used when corresponding with firms abroad. It may be advisable to convert specifications into the metric system or include the metric equivalent when using U.S. measurements.

Business visitors in Spain urged to vary itineraries

Areas outside Madrid, Barcelona also have much to offer traders

U.S. businessmen planning trips to Spain should consider including some of the country's regional centers in their itineraries. Officials of the U.S. Embassy in Madrid have observed that most businessmen and missions visiting Spain confine themselves to the two principal commercial and industrial centers—Madrid and Barcelona—but may be overlooking interesting opportunities for trade and business in other areas

The northern province of Asturias ranks fifth in population; its capital, Oviedo, and the cities of Gijon and Aviles are centers for mining and heavy industries. The rural areas of the province are rich in fertile and productive farmlands. In addition, there are small tourist centers on the coast bordering the Bay of Biscay.

The province of Zaragosa is located west of Barcelona in Aragon; the provincial capital, Zaragosa, ranks fifth in population among Spanish cities and is now the most active industrial development center *(polo de promocion)* under the Spanish Economic and Social Development Plan.

Businessmen going to areas such as Asturias would probably be received enthusiastically, in view of the presently small number of commercial visitors. U.S. Ambassador Duke who has visited the Asturias area, reports that a visit by a trade mission could be easily arranged through the cooperation of the American Chamber of Commerce in Spain, which maintains regional councils in Barcelona, Bilbao, Madrid, Oviedo, Seville, Valencia, and Zaragosa.

The Embassy also reports that in recent years, the increasing flow of foreign visitors from all countries has curtailed the amount of attention which government officials, banks and trade associations are able to devote to each group.

If interest is shown, the feasibility of visits to the Asturias Province, and other areas such as the promotion and development centers of Burgos, La Coruna, Huelva, Valladolid, Seville, Vigo, and Zaragosa, could be explored through the Department of Commerce.

Taiwan gets $5 million credit for machinery import financing

American products needed for new or replacement parts are object of Eximbank action; two China banks involved

The U.S. Export-Import Bank and two Chinese banks in Taiwan agreed recently to a $5 million Eximbank credit to finance Taiwan imports of American machinery and equipment.

According to the terms of the credit, the two Chinese banks—the Bank of Communications and the Central Trust of China—will make sub-loans to private mining and manufacturing firms in Taiwan, enabling them to purchase on deferred payment terms U.S. capital equipment needed for establishing new facilities or for expanding or replacing existing plant and equipment.

With the exception of sub-loans exceeding $200,000, prior Eximbank approval will not be necessary. Sub-loans may be used to finance up to 70% of the cost of the American goods or services being purchased. Local Taiwan manufacturers will be free to determine their own needs and buy from the American suppliers of their choice.

In most cases, however, the Taiwan buyers will have only a general idea of the type of equipment which is needed, rather than having a list of detailed specifications It will therefore be up to the American supplier and his local agent to help the buyer determine his requirements.

American suppliers should have little difficulty in finding buyers in Taiwan providing their machinery or equipment is reasonably priced, uncomplicated, and has a suitable productive capacity.

Market healthy

Taiwan is a healthy market, its rapid economic growth leading some observers to refer to it, after Japan, as "Asia's second miracle." Its gross national product (GNP) in 1966 increased by 8% in real terms to $3 billion, slightly higher than planned in the current four-year economic development plan.

Industrial production grew by an estimated 14%, and for the second straight year surpassed agriculture as a contributor to Taiwan's national income.

This rapid rate of industrial growth is the result of both increased exploitation of Taiwan's own natural resources, and a capacity to inexpensively process imported raw materials into a wide variety of finished goods—many of them for export.

Demand for modern machinery and equipment by Taiwan's industries is also growing at a rapid rate. A number of the best sales prospects, have been identified by the U.S. Department of Commerce in preparation for an industrial machinery exhibition to be held in Taiwan handling equipment.

For additional information on Taiwan's industrial expansion program American suppliers may wish to check with the nearest Department of Commerce field office to obtain a copy of the *Taiwan Fourth Four-Year Plan, 1965-68*, from the Catalog of Investment Information and opportunities (identification number 4-03-02581).

Commerce is planning machinery exhibition in Taipei in Fall

Taiwan's capital city of Taipei will be the scene of a Commerce-sponsored U.S. Industrial Machinery Exhibition, from Oct. 26 to Nov. 4. With new credit availability, as reported in the adjoining story, exhibitors are expecting an eager response.

The show's featured product categories, tailored specifically to meet the country's growing industrial needs, are: packaging equipment, metalworking and forming equipment, food processing equipment, plastics fabricating equipment, textile equipment, and petrochemical equipment.

A complete and informative "Information Kit" is available on request. **Write:** Robert Levine, Commercial Exhibits Division, U.S. Department of Commerce, Washington, D.C. 20230 (area code 202-WO 7-4705).

U.S. agrees to provide aid for Indonesia's stabilization

American delegation at Amsterdam meeting indicates willingness to provide one-third of $200 million needed for program in 1967

The U.S. Delegation to an Intergovernmental Group on Indonesia which met in Amsterdam recently has indicated that the United States is willing to furnish about one-third of the $200 million in assistance required by Indonesia in 1967 to support its stabilization program.

The U.S. group made this statement at the end of the meeting, in order to provide a point of reference for other prospective donors to consider their contributions. It is expected that agreements covering a substantial portion of the U.S. aid will be negotiated promptly. The remainder will be made available later in the year, provided this contribution does not substantially alter an appropriate balance between the U.S. and other aid contributions.

Two kinds of aid

U.S. aid will consist of P.L. 480 and AID loans, with the latter implemented through Indonesia's new export bonus (BE) system. P.L. 480 loans probably will be chiefly for wheat flour, cotton, and cotton textiles, while AID loans will be for other essential items on the BE list.

In addition to the U.S., countries and international organizations participating in the Intergovernmental Group were the Netherlands, Australia, Belgium, France, the Federal Republic of Germany, Italy, Japan, the United Kingdom, the International Monetary Fund, and the International Bank for Reconstruction and Development.

Observers attend

Austria, Canada, New Zealand, Norway, Switzerland, and representatives of the Asian Development Bank, the Organization for Economic Cooperation and Development, and the United Nations Development Program attended as observers.

The agenda for the meeting did not call for it to receive specific pledges from donor countries, and it was stated by the chairman at the outset that the Intergovernmental Group should not be considered as a consortium or a consultative group, as those terms are customarily used in international financial circles.

The meeting's chief purpose was to define Indonesia's requirements for foreign assistance in 1967, in support of its stabilization program, and to discuss what terms of assistance would be appropriate in view of the country's balance of payments projections for future years. The meeting agreed that Indonesia's assistance requirement for 1967 was about $200 million.

Several countries, including the U.S., have agreed to incorporate their credits to Indonesia into the new export bonus (BE) system. Over 60% of foreign exchange earnings from non-oil exports are available to exporters in the form of export bonuses. These are negotiated freely in an exchange market (so-called BE market) between registered traders.

Imported freely

Commodities specified in the import list (BE list) are imported freely by surrendering BE's. As a result, the exchange rate (BE rate) is determined in the market in accordance with supply of BE's and demand for BE imports.

Government imports are paid for with foreign exchange allocated from the Foreign Exchange Fund rather than BE's; however, the BE rate is also applied for such imports. The BE rate on February 16 was Rp. 102 per U.S. dollar.

While specific procedures are still being worked out for the use of foreign aid through the BE system, Bank Negara Indonesia plans to sell special export bonuses, whose use will be restricted to goods offered under a particular credit and whose price will reflect the true cost of the foreign exchange they represent.

The discredited system of administrative allocation of goods will be ended and replaced by individual importer decisions based on economic considerations. Within this framework, U.S. aid funds will be used for any commodity on the BE list except a few commodities banned under AID legislation and those on the BE list not produced in the United States.

The Indonesians hope that commodities from all aid donor countries may be eligible for purchase in this manner. To insure that high priority needs of Indonesia will be met with foreign aid extended through the BE system, the Government of Indonesia plans to use indirect instruments such as selective credit and import tax measures.

Japan nuclear plant has Westinghouse as main builder

The U.S. has authorized a $33.3 million loan to Kansai Electric Power Co. of Osaka to help finance dollar costs of a nuclear power plant to be built at Mihama in Japan, some 175 miles north of Osaka. Westinghouse Electric International has been selected by Kansai as the prime contractor and supplier of equipment and services needed in construction and initial operation.

Based on a study prepared by Gilbert Associates of Reading, Pennsylvania, Kansai has mapped out a five-year expansion program to be completed in 1970. The study indicates the demand for electricity in the area served by Kansai will grow at an average annual rate of almost 10%. To meet this demand growth, Kansai plans to add about 3,330,000 kw. of new generating capacity to its system by 1970. These projections include the nuclear plant for which Eximbank has now authorized financing.

The Mihama plant is to be completed in 1970, and will furnish power for the World's Fair in Osaka. The total cost of the project is estimated at the equivalent of $96.4 million, including a five-year fuel supply. The fuel will be processed by Allied Chemical Co. and the U.S. Atomic Energy Commission under contracts to be let by Westinghouse.

Eximbank's loan is to be guaranteed by the Japan Development Bank. Kansai will make a cash payment to Westinghouse, and the latter will participate in Eximbank's loan.

Proposed Malaysian taxes are designed to raise revenues, provide incentives for local industries

Approval by lower house makes adoption almost certain; most measures will be made retroactive to Jan. 1

Several new tax measures proposed by the Malaysian Minister of Finance were approved by the lower branch of Parliament on Feb. 4. This step virtually assures their adoption. The effective date of the measures will probably be made retroactive to Jan. 1, with certain exceptions as noted below.

The tax proposals are expected to achieve two major national objectives: to produce additional revenues in order to narrow the deficit estimated in the 1967 budget; and to provide significant incentives for domestic industry. Some of the measures will have a direct or indirect application to Malaysian imports and exports.

One of the major levies is a 5% development tax. This tax is defined as a tax on income derived from any trade, business, profession, vocation, or leasing of property. Income from salaries, wages, pensions, and dividends and interest, except where derived as business income, is not liable to this tax.

The proposal also broadens the tax base by imposing a minimum annual development tax levy of M$500 (U.S. $167) per annum for registered companies, and M$100 ($33) for tax-payers other than registered companies.

Business registration fees are being raised from M$2 (67¢) on first registration and M$5 ($1.67) for registration valid for five years, to M$25 ($8.33) on first registration and a similar amount for every year of operation. The new registration fees will be applied after March 31, and will not apply to registrations before April 1, which will be valid to the end of the registration period.

A surtax of 2% is being applied to virtually all imports, which replaces the turnover tax of 2% levied during 1966. This levy will be on the value of imports exclusive of the import duty. Items exempted from this tax are rice, salt, crude petroleum, cheese, wheat flour and wheat, meat, milk, butter, newsprint in rolls, and zinc products.

The levies prescribed for exports of logs and unpacked rubber are primarily in the nature of protective actions. Effective April 1, all loose rubber shipped from West Malaysia will be charged an additional export duty of 2 Malaysian cents per pound. Exports of rubber in any form are now subject to an export tax which is calculated under a formula adjusted according to the current price of rubber. On Jan. 1, the Government started to impose a 10% tax on the exportation of round sawlogs and veneer logs.

The Government regards rapid growth in production and exports of logs, a substantial profit level in the logging industry, and a decline in exports of sawn lumber, as justification for the enactment of the new tax on log exports. A concurrent increase in the import duty on furniture and other wood manufactures, is designed to encourage domestic manufacture of wood products.

The chief purpose of the export levy on unpacked rubber is to encourage more raw rubber grading and baling activity in Malaysia. A considerable volume of Malaysian rubber is now being exported to Singapore in unpacked condition, for grading, baling and reexport.

A second tax measure to raise revenues is also aimed at the logging and lumbering industry. Deductions now allowed for the computation of income tax, of payments by the forest products industry of royalties and fees to state governments for lease rights, are to be reduced by 50%.

A final tax provision is directed purely at providing incentives to manufacture for export. This consists of allowing a double income tax deduction of amounts spent by firms in the promotion of exports, and of granting a special depreciation allowance for machinery and equipment to firms which modernize their plants. The Government is considering further tax exemption incentives to promote a faster rate of investment in economic development.

Spain releases list of '67 import quotas

Spain has published its 1967 global quota import list.

The total value of the quotas on the list amounts to $165.9 million, which is 12% greater than the value of the 1966 list. These quotas are published annually and are a commitment to permit the importation of at least a stated value from a list of countries which includes the United States. Usually, however, licenses are issued for imports in excess of the quotas. In 1966 for example, licenses were issued for more than $376 million of quota imports rather than the quota base of $148.3 million.

The general categories of commodities on the 1967 list are similar to the previous year's categories with some exceptions. Four general groups—paper products, hardware (nails, nuts, bolts, etc.), sanitary articles, and outboard motors—have been dropped from the 1967 list because they were liberalized in 1966. In addition, 20 individual items were dropped from broader quota commodity groups in 1967 because of liberalization in 1966.

While overall quotas were increased by 12% over 1966, several quotas were increased by higher percentages; these include pharmaceuticals, fishmeal, coking coal, surface-active agents, and capital goods for new installations. Four quotas were decreased: baby foods, organic chemicals (from which quota three sub-items had been liberalized), saws and knives, and refrigerators.

The import commodity groups and their total annual quotas expressed in millions of pesetas (60 pesetas=US$1.00) for 1967 are:

Hops, 29.04; preserved meat, 24; fruit preserves, 24; baby foods, 6.5; various food products, 5; soups, broths and preparations, 10; beer, 11; fishmeal, 174; coking coal, 158.4; anthracite, 19.6; inorganic chemicals, 43.2; organic

chemicals, 35; pharmaceuticals, 91.92; varnishes, inks, pigments, etc., 30; perfumes and cosmetics, 18;

Surface-active agents, lyes, lubricants, and glues, not liberalized and not contained in other quotas, 103.68; phenoplasts and phorane resins, 40; aminoplasts, 26.64; other condensation, polycondensation and polyaddition products, 24; styrene polymerization products, 9.24; polyvinyl chloride, 26.4; other polymerization and copolymerization products, 48; plastic products, 38.016; articles of wood, not liberalized, 12; various natural textile fibers, 10; various natural textile yarns, 15; coir, 39.6; woven fabrics from various natural fibers, 69.6;

Tulle, lace, velvet, and knitted goods, 15.84; special textile fabrics, 14.4; carpets and rugs, 6.6; ready-made textile articles for wearing, 18; other textile articles, 11; articles of china and glass, 25; imitation jewelry, 7.5; containers of iron or steel, 18; non-electric stoves, ranges, and heaters, 10; other articles of iron or steel, 20;

Articles of copper, 9; articles of aluminum, 10; hand tools, 50; saws and knives, 25; cutlery and table sets, 18; nonliberalized marine motors and parts, 40.15; other nonliberalized motors and parts, 159.5; nonliberalized motorpumps and compressors, 36.3; refrigerators up to 250 liters, 125; dump trucks, 181.5; radio and television receivers, 27.5; radio transmitters and transmitters-receivers, 60.5; nonliberalized parts for electrical purposes (graphite and carbon), 72.6;

Tractors, 352 (2,928 units); tractor parts, 80; autobuses, fire engines, and parts, 220; automobile components and parts, 132; sound recorders and reproducers, 18.8; records and tapes for sound recorders, 24.2; toys and games, 27.5; capital goods for new installations. 7,000.

Japan simplifies procedures for some license agreements

The Japanese Finance Ministry and Ministry of International Trade and Industry have jointly announced new criteria for evaluating certain licensing agreements. Although the terms agreed upon by the partners are still subject to review by the Japanese Government, procedures for screening applications for licensing agreements have been simplified in order that those meeting certain conditions may be validated without change. The following rules were recently made effective:

1. In case the initial or the total payment for the licensing agreement is not more than $50,000, the application will be approved as submitted without requesting a reduction in the amount.

2. In case the royalty rate is not more than 3%, or in the case of heavy machinery not more than 5 percent, the application will be approved without requesting a reduction in the rate.

3. In case foreign technology is needed to make plant facilities which are to be exported, the application will usually be approved without requesting a reduction in the price of such technology.

4. In case the term of the contract is not more than seven years, the application will be approved without requesting a shorter term. A request for extension of an existing contract for not more than five years will receive similar treatment.

5. In case the foreign supplier of industrial technology agrees to exchange his improvements on the original technology supplied to a Japanese firm for improvements made by the Japanese firm on the same technology, the application for such exchange will be approved.

All royalty payments are based upon net ex-factory selling price.

The above changes should be noted on page 6 of the Overseas Business Report, 66-70, *Establishing a Business in Japan*.

Uganda, Kenya broaden lists of imports needing licenses; Africa tariff file available

On January 28, the Uganda Ministry of Commerce and Industries amended the External Trade Order of 1966, by placing additional items on the list of commodities which require licenses in order to be imported into the country.

Additions to the list include dentifrices, toilet soap, paper bags, flat galvanized plates and sheets (including sheets in coil), aluminum circles, steel doors and windows, hoes, shovels, axes, pickaxes, domestic aluminum ware, motor vehicle batteries, dry-cell batteries, mattresses, and men's stretch nylon socks.

In a similar move earlier in the month the Government of Kenya issued Legal Notice No. 15 which placed shoe, floor and furniture polishes, scouring powders and pastes, plastic chairs, plastic seats and parts thereof, developed motion picture film, and gambling machines on the list of commodities requiring licenses for importation into Kenya.

A master file of tariff schedules and other trade regulations of the African countries is maintained by the Department of Commerce. Requests for such information with regard to the importation of any specific commodity into individual African countries should be directed to the nearest Department of Commerce Field Office, or to the Africa Division, OIRE, BIC, Department of Commerce, Washington, D.C. 20230.

Chilean foreign exchange waiting period reduced

Effective Feb. 9, the Chilean Central Bank reduced from 70 to 60 days after the date of the bill of lading the compulsory waiting period before foreign exchange payment for imports can be made.

Standard ECE sales contracts available at Field Offices

Standardized sales contracts prepared by the Economic Commission for Europe for the following commodities and services can now be consulted at any Department of Commerce Field Office: plant and machinery, erection of plant and machinery abroad, consumer durable goods and other engineering stock articles, citrus fruits, sawn softwood, hardwood logs and sawn hardwood, solid fuels, and international moving of furniture.

These "General Conditions of Sale and Standard Forms of Contract" are widely accepted in Europe, and European firms frequently refer to these standard contracts in their dealings with U.S. firms. They are designed to provide adequate and equitable protection for importers and exporters.

Top Norway firm sells Swedish affiliates

Borregaard to concentrate activity in main domestic production center

A/S Borregaard, Norway's number one industrial concern and a leading producer of pulp and paper, has announced the sales of three Swedish subsidiary companies: A/B Mølnbacka-Trysil, A/B Edsvalla Bruk, and Baastad A/B to the Swedish company Uddeholm Aktiebolag. Included in the sales are 250-300,000 acres of forest land belonging to another subsidiary in Sweden, Gravbergskovens Aktiebolag. The selling price has been settled at about 300 million Norwegian kroner ($42 million).

The companies have been owned by Borregaard since 1908. Borregaard's current annual sales of goods and services (timber, pulp and paper, and hydroelectric power) from its Swedish subsidiaries amount to approximately 180 million kroner ($25.2 million).

The importance of this transaction to Borregaard is twofold: it will further concentrate activity in the company's main production center in Sarpsborg, Norway; and will strengthen the company's financial position with a view toward expansion from pulp and paper into chemicals.

The sales of the subsidiaries in Sweden were preceded by an announcement last May of plans to discontinue Borregaard's chemical pulp production in Norway and build a new mill in South Brazil. The Brazil project will comprise a 165,000 ton capacity chemical pulp mill using local supplies of eucalvptus and acacia. The products of the mill will be shipped back to Sarpsborg to be further processed.

Simultaneously, the discontinuation of chemical pulp digesting in Sarpsborg will free present timber supplies for use in the new newsprint mill. Borregaard's current interest in newsprint reflects recent developments in chemical pulp technology which appear to have left newsprint, together with magazine paper, the only major paper products giving advantage to long-fibered Northern Spruce.

This total rearrangement of Borregaard's operations is a reflection of the cost/price squeeze which has been confronting the Norwegian chemical pulp industry. These transactions are part of a development over the last few years within major industries towards integration and large-scale production units.

New data received on Tanzanian legislation

Information which modifies the article on Tanzanian nationalization [INTERNATIONAL COMMERCE, March 6, p. 25] has just been received.

Enabling legislation passed by the Parliament of Tanzania at Dar es Salaam on Feb. 14 and 15 shows that Tanzania has not nationalized insurance companies but has precluded foreign companies from further sales of life policies. The latter will be permitted to service policies already drawn. Future life policies will be written by the National Insurance Corp. in which the Tanzanian Government has increased its holdings from 51% to 100%.

The Tanzanian Government, according to the new law, is authorized to participate up to 60% in certain industrial firms which represents a change from its announced intention to take a flat 60%.

All legislation pertaining to the nationalization program provides for "full and fair" compensation.

Swiss cut foreign labor quotas by another 2%

The Swiss Federal Council's 1967 program for the control of the country's foreign labor force will reduce foreign labor quotas by an additional 2% by July 31. However, the Council has reserved the right to decree further reductions should the August foreign labor census not show a satisfactory result.

An important innovation in the program was the announcement that the ceilings placed on total employment of firms will be raised by 6% during the year and then dropped altogether at the end of the year. This latter step is designed to introduce new flexibility into the Swiss labor market and encourage expanding firms to invest in new plant and equipment.

Not only was the 2% reduction for 1967 lower than the 5% cuts ordered in each of the two preceding years, but a significant relaxation was introduced in that no reductions will be required in employment of seasonal workers.

The current program will thus affect only controlled non-seasonal workers, that is, foreigners residing and working in Switzerland on the basis of annual work permits. Foreigners who have been granted permanent resident status have the same employment rights as Swiss workers, and are not covered by the foreign labor policy.

Primarily as a result of the Government's labor policy, the controlled labor force declined from an August 1964 peak of 721,000 to 649,000 in August 1966.

Cost of living in Denmark rose less than expected

Denmark's cost-of-living index rose 1.3 points during January to 120.4 (Jan. 1963=100). Clothing, domestic service, and transportation showed continued price increases in line with previous quarters. On the other hand, printed materials, entertainment and recreation did not, as in the past year, add to the price move.

Most important, however, was the price drop on certain food items, particularly fruits and vegetables. Cereal and meat prices also dropped, while milk went up.

The negative impact of the food factor in the January index was somewhat of a surprise since it was the strong price increase on food (milk, meat and vegetables) which caused the larger than expected rise in October. In all likelihood the government's survey of markups and profits in the food trade, initiated after publication of the October index, affected favorably the price development.

As reported earlier in the Jan. 9 issue of INTERNATIONAL COMMERCE, a linked wage and price system is the basis of the Danish wage agreement structure. Under it, wages go up by the equivalent of two cents per hour every time the cost-of-living index rises by a full three points. The 0.3% drop in food prices between October and January prevented the index from reaching the 120.5 mark which, rounded up to 121, would have released the wage mechanism.

Whether this leveling-off of prices represents a lasting modification of the price-wage spiral remains uncertain. Collective bargaining is bound to provide some wage increases in the spring, and prices must remain absolutely stable or decline if wage escalation in September is to be avoided. About a 2.5% price increase between January and July would release two escalation steps, or over 5% to civil servants and somewhat less to industrial workers.

French firms seek U.S. licenses to produce goods, equipment

More than a dozen companies want agreements to manufacture paints and varnishes, electronic accessories, other items

More than a dozen French firms are seeking licenses to manufacture a variety of products and equipment—from boilers, electronic accessories, and paints, varnishes and glues to water softening machinery and certain safety devices.

Additional information on any of the requests may be obtained by communicating directly with the firms at the addresses given.

● Licenses to manufacture boilers, equipment for coating and spreading tar, machinery for the food industry and the production of paper and cardboard are sought by a large fabricator of railroad rolling stock.

The firm specializes in the design and manufacture of selfpropelled railcars, shunting locomotives, standard freight cars and automatic discharge cars for carrying coal and ore. It also makes switching equipment and gear boxes.

The concern's facilities are located on a 240,000 square meter site and plant equipment includes about 1,000 machine tools. A rail spur runs directly into the plant.

Established in 1684, the French company has about 2,000 employees, plus 69 traveling salesmen. It reports annual sales of about $43 million. The firm distributes its products in Europe, Africa and Asia.

Write: Etablissements de Dietrich & Cie, 67-Niederbronne Les Bains, France.

● Established in 1925, a paint and varnish manufacturer seeks licenses to produce paints, varnishes and related products for industrial use in metallurgy, electricity, catalyzers and rubber.

The firm's products, consisting of a variety of paints and varnishes, include specialties for the automobile industry and paints for protecting metal. They are marketed in France and other European countries.

The company has about 80 employees, plus 4 traveling salesmen, and reports 1965 sales of $2.4 million.

Write: Societe Industrielle pour la Fabrication des Produits Clement et Riviere, 42 rue Beaurepaire, Pantin, Seine, France. WTD.

● A manufacturer of natural and synthetic varnishes used principally by the light aircraft industry seeks a license to produce special varnishes of alcohol or nitrocellulose for use in paper varnishing machines. These varnishes are applied to printed labels, drug boxes and other containers and wrapping materials.

The company also would consider importing these special varnishes and claims it could handle about 100 gallons a month. In addition, the company is interested in purchasing adhesives utilized to place acetate film on printed matter.

Established in 1900, the French firm has about 12 employees, plus 3 traveling salesmen. It reports 1965 sales of $240,000.

Write: Novavia S.A. 5 avenue du Marechal Leclerc, 95-Malakoff, France. WTD.

● Licenses to produce paints and varnishes are sought by a Paris manufacturer of paints, varnishes, chemicals and plastics.

The firm has about 300 employees and reports annual sales of more than $3.5 million.

Write: Societe de Produits Chimiques et de Matieres Colorantes de Mulhouse, 21 rue Henri de Rochefort, Paris 17e, France.

● A license to make paints and varnishes for use on buildings is sought by a distributor of paints and varnishes produced for its label by custom manufacturers.

The Paris company, which has about 20 employees, plus 13 traveling salesmen, is a subsidiary of a large French paint manufacturer. Sales in 1966 exceeded $1.2 million.

Write: Bernard & Cie, 148 Faubourg St. Denis, Paris 10e, France. WTD.

● A paint and varnish manufacturer established in 1927 seeks a license to produce special paints and varnishes for highway signs and markers.

The French firm has approximately 100 employees, plus 12 traveling salesmen, and claims 1965 sales exceeded $3 million.

Write: Etablissements Kiffer and Hamaide, 92 Avenue Victor Hugo, 93-Aubervilliers, France. WTD.

● A license to manufacture specialized glues and plastisols is sought by a Paris producer of plastic compounds, special glues and phenolic resins. The French firm also offers licensing rights on its plastisols formula to a U.S. concern.

The Paris company, established in 1931, has 19 employees, including 2 traveling salesmen. It reports annual sales of about $658,000.

Write: Synthesia, 27 Bd. de Belleville, 75-Paris 11e, France. Attention: Mr. Castillon. WTD.

● Established in 1960, a manufacturer of gear boxes, rack and pinion gears, gear wheels and worm gears seeks a license to produce gear boxes and small machinery in which gears are an intregal part of the assembly.

The firm is capitalized at $579,000 and reports annual sales of approximately $1 million. About 220 people are employed at company headquarters, plus 14 traveling salesmen.

Write: Constructeurs Associes de Transmissions et Engrenages de Precision (C.A.T.E.P.) 51 Blvd. Saint-Denis, 92-Courbevoie, France. Attention: Mr. Guy Henry Biabaud. WTD.

● A license to manufacture switches, circuit breakers, coils, fans, and electronic accessories is sought by a producer of electrical products.

Established in 1960, the firm specializes in the production of tube sockets, relays, circuit wiring components, axial fans and control knobs. The company has 67 employees, including 5 traveling salesmen, and claims annual sales of $140,000. It markets its products in France and other European countries.

Write: Societe d'Etudes Electro-Mecaniques—S.E.E.M., 19 rue Jean Bleuzen, 92—Vanves, France. WTD.

● A manufacturer and wholesaler of water softeners seeks a license to make water softening equipment for the commercial and domestic market. The firm also is interested in representing a U.S. producer of swimming pool water softeners and filters.

The firm's plant is on a 1,500 square meter site in a Paris suburb. About 45 people are employed there, plus 12 travel-

ing salesmen. The firm reports annual sales of about $1.8.

Write: Union Thermique, 62 rue de la Republique, 93-Montreuil, France. Attention: Mr. Jean-Pierre Perdrizet. WTD.

• Established in 1958, a manufacturer of ozone air purifiers and electronic targets for use in rifle shooting seeks a license to make electronic consumer goods. In addition to its production activities the French firm wholesales electromagnetic automobile accessories, radios and television sets. It has around five employees.

Write: Lopa Electronique, 66 Avenue Ernest Renan 94—Fontenay-sous-Bois, France. WTD.

• A Paris manufacturer and wholesaler of grain storage bins, elevators and handling equipment seeks a license to produce forage and alfalfa dehydration machines, cereal drying and cereal handling equipment.

Established in 1951, the company has about 80 employees.

Write: Societe Anonyme des Etablissements Jean Martin, 15, rue de Paris, 60-Breteuil-sur-Noye, France. WTD.

• Located in Paris, a leading manufacturer of safety products seeks a license to make protective gloves and other safety devices. The firm would also consider importation of these products.

The company makes such safety equipment as helmets, protective clothing, gloves and goggles. It wants to manufacture gloves that would protect a worker's hands from heat, acid and other hazards. The firm has two plants employing about 400 people. It reports 1965 sales of $3 million, of which two thirds were to wholesalers and one third on a direct basis.

Write: Sofraf, 95 rue Philippe de Girard, Paris 18, France. Attention: Mr. B. Sorin. WTD.

• Licensing rights on newly developed processes for dyeing synthetic threads are sought by a manufacturer of coloring products for the textile industry, synthetic threads, acrylic fiber and hosiery.

The company would import the necessary machinery and, possibly, the colorants.

Capitalized at about $200,000, the firm has 150 employees.

Write: Societe Troyenne de Teinture, 13 rue Largentier, -10-Troyes, France. Attention: Mr. Jean Emery. WTD.

Bogota parts manufacturer seeks joint venture, license

A Bogota manufacturer of spare parts for household electrical appliances and metal accessories for bathroom fixtures seeks a joint venture or licensing arrangement with a U.S. firm interested in extending its operations into Latin America.

The Colombian company, which also produces molds and dies, was established in 1963. Plant facilities consist of refinery ovens for non-ferrous metals and alloys, a chemical laboratory, a 50 ton die cutter, a 400 ton metal injector and metal cutters, burnishers and drills. The company has approximately 40 employees including several qualified machine shop operators.

To obtain additional information interested U.S. firms should **write:** Metalurgica Von Arnin Ltda, Apartado Aereo 4790, Bogota, Colombia. WTD.

Four German firms want U.S. licenses to produce goods

Licenses to manufacture furniture, control and steering devices, truck trailers and semi-trailers, interior construction products such as: partitions, special doors, fixtures, are sought by four German companies.

To obtain further details about these opportunities interested U.S. firms should write the German manufacturers.

The proposals follow:

• A manufacturer of folding doors and built in kitchen cabinets seeks a license to make various types of products for interior construction. These would include moveable wall partitions, shower and bathtub enclosures, special type doors, curtain and drapery rods, rails and fixtures. The firm's main emphasis is in the production of metal processed products, but it also manufactures articles from wood. It operates a modern facility on a 12 acre site.

Established in 1957, the German company has approximately 200 employees and reports annual sales of $2 million. A large part of its production is marketed through architects.

Write: Koch & Viol KG, 29 Oldenburg, Bloherfelder Strasse 270-278, Germany. Attn: Mr. Toelke Koch-Toelken. WTD.

• Established in 1897, this medium sized Bremen furniture manufacturer seeks a license to produce U.S. period furniture.

The German company specializes in the production of period furniture for bedrooms and living rooms, mostly in Chippendale style. It also makes furniture to specification for ships and housing units.

The Bremen concern has around 80 employees, plus 9 commission agents covering West Germany. Its annual sales are approximately $400,000.

Write: Kloche and Co., 151 Sebaldsbruecker Heerstrasse, Germany. Attn: Mr. Oehlmann. WTD.

• A license to manufacture hydraulic control and steering devices is sought by a producer of hydraulic control devices, both electrically and manually operated, and hydrostatic drives.

The German company was established in 1958 and has around 50 employees. It reports annual sales of approximately $375,000 and distributes its products on the domestic and export market.

Write: Wessel-Hydraulik Guenther Wessel, Wilhelmshaven, Einigungsstrasse 30, Germany. Attn: Mr. Guenther Wessel. WTD.

• Located six miles from Duesseldorf, this manufacturer of truck trailers and semi-trailers seeks to make these products through a license or similar arrangement with a U.S. firm. The German company would also consider proposals leading to its complete acquisition by U.S. interests.

In addition to trailers, the German company also makes mobile and stationary generators, prefabricated steel structures and mobile washing equipment for

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

military use. It operates a modern, well equipped plant and repair shop for trucks covering 2½ acres near excellent highway and rail facilities. The company has approximately 150 employees, plus 50 salesmen and reports annual sales of $3 million.

To obtain the name and address of the German company interested U.S. firms should **write:** Bureau of International Commerce, Office of International Investment 876, Department of Commerce, Washington, D.C. 20230. WTD.

Two British firms desire licenses

Two British firms seek licenses; one for the production of cellophane, the other to make conveyors, and waste disposal units.

A manufacturer and importer of garden implements, kitchen-ware and waste disposal units seeks a license to produce specialized types of conveyors and crushing and pulverizing plants for municipal waste disposal.

The British firm is also interested in importing such housewares as kitchen tools, battery operated knives, electric hot plates and electric and hand knife sharpeners.

The British company already represents U.S. producers of domestic and commercial waste disposal units and crushing and grinding machinery.

For further information about this opportunity interested U.S. firms should **write:** Anda Ltd., Westgate, Chichester, Sussex, England. WTD.

Cellophane proposal

A British firm of wholesale paper merchants and converters, handling principally cellulose film, is interested in a license, representation agreement or similar arrangement with a U.S. manufacturer of machinery for the production of all types of cellophane.

The English concern's facilities include such basic equipment as sheeting and slitting machines and power guillotines, plus approximately 2,000 sq. ft. of warehouse space. An additional 5,000 sq. ft. of warehouse area is available, if necessary. The company claims to have established sales connections and will handle the distribution arrangements.

To obtain additional information **write:** Allans (Paper and Plastics) Ltd., Iver Works, Lenborough Rd., Buckingham, Buckinghamshire, England. WTD.

New Zealanders await proposals in three fields

New Zealand's Department of Industries and Commerce is interested in receiving proposals from U.S. manufacturers of intravenous solutions, electric motors and switchgear who might consider granting licenses or setting up production facilities, possibly on a joint venture basis, in New Zealand.

Proposals in the form of indications of interest on high voltage electrical switchgear up to 11KV and intravenous solutions should reach New Zealand before March 31, 1967. Those on electric motors from 1 to 100 h.p. are due before June 30, 1967.

It is understood that some New Zealand manufacturers are considering these proposals but foreign participation in the ventures with suitable licensing arrangements, provision of technical know-how and perhaps equity participation is contemplated.

U.S. manufacturers experienced in these industries and wishing to obtain full details should **write** or **cable:** Department of Industries and Commerce, Development Division, Private Bag, Wellington, New Zealand, Attention: The Secretary.

Dutch firm seeks license to make plastic products

A Dutch manufacturer of finished plastic components for the gear, lighting equipment, washing machine, automotive frame, fire extinguisher and furniture industries seeks a license to make injection molded plastic products of this type.

The firm's range of products include cams, gear wheels, pumps, tubes, cable clamps, lighting fixtures, and automobile door and window handles.

Production would be distributed throughout western Europe.

Write: Technoplast N. V., 4 Vlotlaan, Monster, The Netherlands. WTD.

Ceylon seeks offers on milk spray–drying plant

Ceylon's National Milk Board is seeking proposals from both foreign and Ceylonese firms for investment in a milk spray-drying project. The Board has provided no specifications but requests that interested firms in the industry should provide particulars of their proposals.

Applications are required to reach the Ministry of Planning and Economic Affairs, P.O. Box 898, Eighth Floor, Central Bank Bldg., Queen St., Colombo 1, Ceylon, by March 31.

To obtain copies of the Ceylon National Milk Board's application form **write:** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230.

Belgian firm desires automotive licenses

An Antwerp firm engaged in the reconditioning and repair of military rolling stock, the rebuilding of such equipment as air compressors, refueling units and cargo trailers and the assembly of 12 to 34 ton trucks seeks a license or similar arrangement with a U.S. firm interested in producing in the Common Market.

The Belgian company is primarily interested in producing gasoline and diesel engines, front and rear axles, transmissions and cargo containers. In addition, the firm wants to make such plastic products as bags, sheets and tubing. The Antwerp concern states it prefers to operate initially as a manufacturer and at a later date develop a distribution and sales organization:

The firm's facilities occupy a 15-acre site along the Antwerp-Brussels highway, six miles south of the Antwerp port area and 25 miles north of the Brussels air terminal. The nearest rail terminal is only three miles distant.

The firm has 312,000 square feet of covered space, comprising 12 workshops, plus storage areas, and offices. Equipment includes overhead cranes with capacities from one to eight tons, a 100-ton hydraulic press for testing cylinder blocks, a steam cleaning installation, an anodyzing installation, paint shops, machine shops and electrical shops. The working force consists of 520 production personnel and 100 clerical employees. According to the management, monthly production could be increased by 10,000 man-hours without hiring additional workers.

The Belgian firm is reported to be a subsidiary of one of Germany's largest mining companies. **Write:** Henschel Engineering, N.V., 604/606 Boomsesteenweg, Wilrijk/Antwerp, Belgium. Attention: Mr. J. Roonacker. WTD.

World Trade Opportunities

Malaysia to purchase radio station equipment

The Dept. of Fisheries, Government of Malaysia, has issued bids for supply of HF fixed station and mobile single sideband equipment.

Bid deadline is 11 a.m., Mar. 31

Bid should offer two *fixed station* HF transmitters. SSB with remote control, frequency: 2 to 10 MC/s, emission: A1, A2, A3, A3J, four channel min, 500 watts P.E.P. or greater, two *fixed station* HF receivers SSB, two to ten MC/s four channel min, sensitivity better than three microvolts for 50 MW on SSB. 11 *mobile station* transmitter/receiver equipment, completely waterproofed with remote control, frequency: two to ten MC/s, emission: A1, A2, A3 and A3J. Minimum of 4 channels crystal controlled, RF power output 100 watts P.E.P. or greater complete with two wide band ant. matching transformers and four trans./rcvr. aerial relays, 1 KW P.E.P. power rating. Fixed stations for operation on 200 to 250V, 50 cycles power source. Mobile stations 12/24 volts DC.

The copies of tender announcement and specifications are available from the Secretary Central Contract Board, Dept. of Civil Aviation, Third Floor, Sanderson House, 505 Little Collins St., Melbourne, C.1, Victoria, Australia or on a short-term basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Bids on water supply systems wanted by Iraq

The Directorate General of Projects, Ministry of Municipalities & Works, Baghdad, has invited tenders for the construction of three water supply projects.

Al-Khaldiyah, Ramadi Liwa. Includes the manufacture, conveyance to, construction, erection, and testing of: settlement tank, flocculation tank, flash mixer, alumina dosing apparatus, rapid gravity filters, gaseous chlorinator, electrically operated high lift pumping sets, filter washwater pumps, ground filter water storage tank, switches, cables, venturi meters, elevated service tanks, pump and filter house building, electric lighting, suction main, delivery mains to elevated service tanks, operators' buildings, fencing, roads and footpaths, and all valves, pipe, pressure gauges, and other apparatus, accessories, and connections, and all materials and labor. Bid deadline is May 2. Terms and specifications: $84 a set plus $2 air mail charges to the United States.

Al-Muhannawiya and Al-Islahiya, Diwaniya Liwa. Includes manufacture, conveyance to, construction, erection, and testing of: four electrically operated pumping sets, two pump houses, switches, cables, two water meters, two elevated service tanks, connection to the existing distribution mains of Al Shamiya waterworks, two suction mains, delivery mains to elevated service tanks, and all valves, pipe, pressure gauges, and other apparatus, accessories and connections, and all materials and labor. Bid deadline is April 18. Specifications: $56 a set plus $1 air mail charges to the United States.

Al-Samawa-Rumaitha, Diwaniya Liwa. Includes manufacture, conveyance to, construction, erection, and testing of: clarifying tanks with mechanically operated sludge scrapers, flocculating tanks, flash mixers, alumina dosing apparatus, rapid gravity filters, ground filter water storage tank, filter washwater pumps, air blowers, elevated service tanks, chlorinators with platform, weighing scales, low lift pumping sets, high lift pumping sets, switch boards and cables, venturi meters and recorders, suction mains and suction well, pumping mains, pump and filter house building, overhead gantry, and other apparatus, accessories, and connections and all materials and labor. Bid deadline is May 23. Specifications: $140 a set plus $3 air mail charges to the United States.

Terms and specifications may be obtained from the Directorate General at the costs specified. One set of the terms and specifications for each project is on file at the office of the Water Industries & Engineering Services Division, Rm. 4111, U.S. Department of Commerce, Washington, D.C. 20230, where they may be reviewed by interested U.S. firms.

This type of project is often awarded to local firms. A list of Iraqi contractors specializing in water works projects is available from the Water Industries & Engineering Services Division, in the event U.S. manufacturers of water works equipment may wish to acquaint these contractors with their products.

Malaysia invites bids on supply of VHF portable FM radio transmitter/receivers

The Police Radio Services, Government of Malaysia, has issued tender for supply of VHF portable FM radio equipment.

Bid deadline is 11 a.m., March 31.

Bid should offer *10 to 15* solid state portable VHF transmitter/receivers, small, light weight, modular continuation preferred. Frequency range 100-200 MHz weight less than 2.5 kg (5.5 lbs.) power output one watt. Power Supply. Nickel-cadmium rechargeable battery. Two to three battery chargers, Voltage Supply 200-260 V AC, 50-60 Hz.

Copies of tender announcement and specifications are available from the Controller of Telecommunications (Radio/Operations) Room F3, Telecommunications Hq. Bukit Nanas, Kuala Lumpur, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Malawi changes bid deadline of Zomba-Lilongwe Road Project

The Government of Malawi announces that the closing date for bids on the construction of the Zomba-Lilongwe Road Project (INTERNATIONAL COMMERCE, February 13), has been changed from March 31 to March 20.

South Africa wants bids on design, construction of filtration plant

The Council of the City of Cape Town, City Hall, Cape Town, invites bids on the design and construction of a 70 million gallons per day filtration plant, together with all associated mechanical and electrical equipment and ancillary engineering works. The project site is at the Wemmershoek Dam near Paarl, Cape Province, approximately 40 miles from Cape Town.

Firms wishing to bid must apply direct to the Quantity Surveyor's Office, City Engineers Dept., City Hall, Cape Town, and submit a deposit check for R200 (approximately $280) made payable to the City Treasurer, Cape Town. The deposit will be refunded on receipt of a bona fide tender and return of contract documents.

A copy of the tender documents are on file in the office of the Water Industries & Engineering Services Division, Rm. 4111, U.S. Department of Comerce, Washington, D.C. where they may be reviewed by interested U.S. firms.

The bid deadline is May 26.

Libya gives bid results on Idris Housing Project

Bulgarian firm submits lowest bids

The Government of Libya has announced the initial results of bidding on the first stage of the Idris Housing Project.

The Bulgarian firm, Technoexportstroy, submitted the lowest bids for six of the ten administrative districts: Benghazi, £L8,331,000; Sebha, £L2,261,000; Ubari, £L2,606,000; Baida, £L2,261,000; Zawia, £L2,816,000; and Homs, £L2,004,000. One American-associated firm, The Libyan Engineering and Construction Co., (LIBECO), submitted the low bid of £L4,020,000 for the district of Misurata. A Yugoslav firm, Yuzeeta Construction Co., submitted the lowest bid for the Garian district, £L6,798,000. An Egyptian firm, Al-Nasr General Contracting Co., was low bidder in Derna, with £L7,437,000, and a Libyan-Italian firm, Al Hammali Contracting Company submitted the lowest bid of £L10,277,000 for the Tripoli district.

Amounts given are in Libyan pounds, for which the conversion ratio is $2.80 per pound.

The total of low bids for the ten districts was £L48.8 million, or $136.6 million. Based upon the total of 9,200 units to be constructed, the cost per unit on the basis of the total of lowest bids is £L5300, or $14,900.

Contracts will be awarded in May, after the bids are studied by a technical committee to determine whether they conform to the specifications of the tender. All further correspondence pertaining to this project should be addressed to: Secretary, Central Tenders Board, Ministry of Finance, Shara Shatt, Tripoli, Libya.

Three NATO projects in Italy now open to eligible bidders

The Italian Ministry of Foreign Affairs has announced projects No. 100, 101 and 102 for which U.S. firms certified to participate in NATO International Competitive Bidding (ICB) are eligible.

Project No. 100 calls for the supply and installation of 70 frequency converters (50/400 HZ) for 16 Hawk Batteries at an estimated cost of 1,100,000,000 lira (about $1,774,193). Project 101, valued at 91 million lira (about $147,000), calls for construction and supply of communications network with terminal radio relay between certain unidentified military operational areas. Project 102 calls for electrical plant and cabin furnishings in military operational areas at an expected cost of 170 million lira (about $274,200).

Requests for bidding invitations for project No. 100, including a completed, specially designated Italian Government questionnaire, should be received by March 16 by the Ministero Defesa, Direzione Genegil Lavoridemanio e Oaeriali Delgenia, Pizza della Marina, Rome, Italy. Requests for bidding invitations, including the questionnaire, must be submitted for projects No. 101 and 102 to the Ministero Difesa, Direzione Generale Lavori Demanio e Materiali del Genio, Piazza della Marina, Rome, Italy, by April 15.

A copy of the notice of intent and specially designated questionnaire, as well as information about becoming certified for NATO, is available for any of the three projects from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4674).

In lieu of the questionnaire, U.S. firms may respond by answering the following questions which are extracted verbatim from the Government's "Scheda Informativa" (Information Form). Answers must be drawn up in the Italian language. "1) Name of firm; 2) address of firm; 3) summary description of type of organization (private firm, corporation, etc.); 4) indication of financial capacity (value of individual largest projects recently executed); 5) short description of technical qualifications (nature of projects which applicant is specialized or equipped to execute." The form must be signed and dated to be valid.

Yugoslavia needs machinery for use with seed corn, wheat

A Yugoslav importer requests quotations (terms cash) on equipment to be used in connection with seed corn and wheat. Although the present request is for only one item each of such items as shellers, sorters, seed calibrators, corn aspirators, and oil burners, it is probable that this sale could result in future volume purchases. Priority is being given to agriculture in Yugoslavia at the present time. The specifications may be obtained from ACME Division, BDSA-584, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4319).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

138 Oil and gas field services

● **ARGENTINA**—The Argentine State Petroleum Entity (Yacimientos Petroliferos Fisales) is calling for bids for the operation and secondary recovery of the "El Sauce" and "Cerro Bandera" oilfields, in the Province of Neuquen. Tender No. 40/67, bid deadline noon, Mar. 30. Argentine State Petroleum Entity purchasing office, Rm. 2756, Rockefeller Center, 1271 Avenue of the Americas, New York, N.Y.★ (Telephone: 202-WO 7-2355).

The Argentine State Petroleum Entity (Yacimientos Petroliferos Fisales) is calling for bids for the expansion of the "Lujan de Cuyo" refinery, located in Lujan de Cuyo, Province of Mendoza, Argentina. Tender No. 70/67, bid deadline noon, Apr. 17. Yacimientos Petroliferos Fisales, Cevda, Roque Saenz Pena 777, Room 615, 6th Floor, Buenos Aires.★ (Telephone: 202-WO 7-2355).

151 General building contractors

● **IRAQ**—The Ministry of Municipalities and Works of Iraq invites bids for the construction of a Chest Diseases Hospital in Mosul. The work will consist of all the constructional, electrical, sanitary, air conditioning, and liftworks as well as all other areas of construction specified in the bid documents, and a contractor may bid for participation in only one of the phases of construction. Tender documents, drawings, and general conditions of the contract which consist of two sets of tender documents and one set of drawings can be obtained from: D.G. Buildings, Karkh, Salhiya, Baghdad. Closing date for bids is noon, May 16.

201 Meat products

GUATEMALA—Pork skins, semi-processed, suitable for manufacture of puffed snacks.

Direct purchase and agency. Carlos A. Luna (manufacturers' representative), la. Calle 5-20, Zona 13 (Pamplona), Guatemala City. WTD 2/67.

203 Canning, preserving foods

GUATEMALA—Soup mixes, semi-processed. Direct purchase and agency. Carlos A. Luna (manufacturer's representative), la. Calle 5-20, Zona 13 (Pamplona), Guatemala City. WTD 2/67.

204 Grain mill products

GERMANY—Feedstuffs for birds and fish, including dried insects (flies, mosquitoes, daphniae, silkworm pupae, etc.), ants' eggs, small shrimps. Erhard Andreas (importer, wholesaler, sales agent), Fitgerstrasse 40, 28 Bremen. WTD in preparation.

Seeds suitable for bird's feed, e.g. canary, millet, hemp, poppy, sunflower, linseed. Quotations c.i.f. German port. Erhard Andreas (importer, wholesaler, sales agent), Fitgerstrasse 40, 28 Bremen. WTD in preparation.

GUATEMALA—Glucose. Direct purchase and agency. Carlos A. Luna (manufacturers' representative), la. Calle 5-20, Zona 13 (Pamplona), Guatemala City. WTD 2/67.

220 Textile mill products

AUSTRIA—Upholstery fabrics; home decoration and drapery materials; household, table, and bed linen; fabrics for sun-shades, deckchairs, and mattresses, of cotton, linen, or man-made fiber, gray or colored woven. Requests price quotations c.i.f. European port or f.o.b. Austrian border. Direct purchase and agency. Requests replies in German. "Telega" Ges.m.b.H. (importer, sales agent), Auerspergstrasse 18/I, A-4020 Linz. WTD 8/9/66.

Upholstery fabrics for automobiles and furniture, made from manmade fiber; heavy fabrics for sun-shades, mattresses, and similar uses. Requests price quotations f.o.b. Vienna. Requests replies in German. Josef Pirmann OHG (importer, wholesaler, retailer), Laxenburgerstrasse 17, A-1100 Vienna. WTD 8/25/66.

SWEDEN—Pile fabrics, fancy printed cotton fabrics for manufacture of hats, caps. AB Oscar Wigen (manufacturer, wholesaler), Sabyvagen 25, Tranas. WTD 2/13/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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227 Floor covering mills

SWEDEN—Tufted and woven floor coverings, 100% synthetic and mixed fabrics. Direct purchase and exclusive agency. Samples, descriptive literature, c.i.f. price quotations requested. Lennart Axell (retailer, agent, importer), Hagsatra Torg 6, Bandhagen 4 (Stockholm). WTD 2/67.

232 Men's, youths', boys' furnishings

FRANCE—Men's, youths' and boys' underwear, shirts, nightwear, work clothing made of natural and artificial fiber fabrics. Direct purchase and agency. Requests replies in French or German. Manufacture Messine (manufacturer, wholesaler), 7, Rue des Augustins, 57 Metz. WTD 2/18/67.

233 Women's, misses, juniors' outerwear

SWEDEN—Coats, suits, jerseywear, dresses for ladies. Direct purchase and agency. AB I Norder & Co. (importer, wholesaler, sales agent), Lastmakargatan 14-16, Stockholm. WTD 2/15/67.

238 Apparel, accessories

FRANCE—Protective gloves (special textiles of high quality) for automobile drivers; safety gloves and mittens (textile, leather, or plastic, including polyethylene disposable articles), all types, sizes, for industrial uses, other requirements. Direct purchase and agency. Leon Rousseau (Etablissements) (producers, wholesalers, exporters), Boite Postale No. 193, 79-Niort, Deux-Sevres. WTD 2/21/67.

Men's and boys' raincoats and raincapes made of natural and artificial fiber fabrics. Direct purchase and agency. Requests replies in French or German. Manufacture Messine (manufacturer, wholesaler), 7, Rue des Augustins, 57 Metz. WTD 2/18/67.

SWEDEN—Ladies rainwear, bathing suits. Direct purchase and agency. AB I Norder & Co. (importer, wholesaler, sales agent), Lastmakargatan 14-16, Stockholm. WTD 2/15/67.

239 Fabricated textile products

SWEDEN—Hat and cap material. AB Oscar

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA. 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Room 821, City National Bank Building, 25 West Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Wigen (manufacturer, wholesaler), Sabyvagen 25, Tranas. WTD 2/13/67.

Curtains 100% glass fiber fabrics. Direct purchase and exclusive agency. Requests samples, descriptive literature, c.i.f. price quotations. Lennart Axell (retailer, agent, importer), Hagsatra Torg 6, Bandhagen 4 (Stockholm). WTD 2/67.

241 Logging camps, contractors

● **SUDAN**—Joinery lumber, 296 standards (586,000 board ft.) in sizes ¾"x9" to 4"x9", 8' and over in length, equivalent to Swedish, unsorted redwood (pine). Contract No. 3685, issued by Sudan Railways. Bids should be submitted, in triplicate, to the Office of Controller of Stores, Sudan Railways, P.O. Box 65, Atbara, not later than noon April 4. Two percent deposit required.★ (Telephone 202-WO 7-5365).

252 Office furniture

NETHERLANDS—Metal office desks, chairs and cabinets of novel design. Direct purchase and agency. N. Samson N. V. (importer, wholesaler, exporter, agent, publisher, printer), 1 Wilhelminalaan, Alphen a/d Rijn. WTD in preparation.

261 Pulp mills

KOREA—Woodpulp. Direct purchase and agency. Melvin Bok, Representative (sales agent), Room 620 Haenam Bldg., 70-5, 2-ka, Taepyung-ro, Chung-ku, Seoul (Central P.O. Box 68 Seoul). WTD 2/67.

262 Paper mills

● **BURMA**—1100 reams of colored wood free printing papers, 17"x27"; with 500 reams pink at 15 lb. basis weight per sq. meter, and 600 reams salmon at 20 lb. per sq. meter. Tender No. MEIC/B.Rlys/8(T)6/66-67, with bid deadline Mar. 21. Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-3003).

266 Building paper, building board mills

SWEDEN—Building material of all kinds. Direct purchase and agency. AB Fosofors (importer, wholesaler), Dalhemsvagen 45, Hudding. WTD 2/16/67.

280 Chemicals

NETHERLANDS—Chemicals. Direct purchase and agency. N. V. Algemene Kolencompagnie (importer, exporter, agent, wholesaler), P.O. Box 24 or 50 Schiedamsedijk, Rotterdam. WTD in preparation.

281 Industrial chemicals

● **EL SALVADOR**—Comprising over 160 drug and medicinal items, including dextrose 5%, with disposable syringe, 1000 cc., 53,600 vials; anti-measles vaccine, live virus attenuated, Schwarz strain, with disposable syringe, 40,000 doses; vitamin B_{12}, 1000 mcg. per cc., 10 cc., 6,800 vials; chloraquine disphosphate 250 mg., 153,000 tablets; diiodohydroxyquinoline, 0.65 gm., 223,000 tablets; acetylsalicylic acid 0.50 gm., 1,480,000 tablets; dipyrone 0.30 gr., 230,000 tablets; aluminum hydroxide gel, 0.50 gm., 171,500 tablets; ferrous sulfate, 0.30 gm., 4,532,000 tablets; chloramphenicol 250 mg., 391,000 capsules; sodium penicillin G, 1,000,000 I.U., 56,700 vials; tetracycline 250 mg., 442,500 capsules; diphenylhydantoin sodium, 0.10 gr., 1,847,000 capsules; chlorprophenpyridamine maleate, 4 mg., 54,000 tablets; reserpine 0.25 mg., 206,000 tablets; chlorpromazine, 26 mg., 1,011,000 tablets; meprobamate, 400 mg., 380,000 tablets; sulfisoxazole 0.50 gr., 130,000 tablets; prednisone, 5 mg., 119,000 tablets; vitamin B complex, 1,393,000 tablets; and para-aminosalicylic acid (PAS) 0.50 gm., enteric, 6,225,000 tablets.

Over 100 surgical supply and rubber hospital supply items, including catgut, assorted sizes, 4,546 dozens; black silk, braided, without needle, assorted sizes, 316 dozens; black silk, braided, without needle, assorted sizes, 100 yards each, 201 spools; plaster bandages, 5 yards x 8 inches, 886 dozens; absorbent gauze bandages, 10 yards x 4 inches, 1,244 dozens; medium circle needles, type C-6 (Davis & Geck), 376 dozens; surgical absorbent gauze, 100 yards x 36 inches, 2,432 rolls; obstetric pads, 332,200; rubber surgical gloves, No. 7½, 7,498 pairs; rubber surgical gloves, No. 8, 3,443 pairs; catheters, assorted sizes and types, 1,734 dozens; syringes, assorted sizes and types, 13,497 units; hypodermic needles, assorted sizes, 2,264 dozens; and many other items. Tender No. 2/67 with a bid deadline of March 25. Copies of tender available only on a limited time loan basis from the Chemicals & Allied Products Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

GERMANY—Raw material for paint, plastic and varnish enterprises such as crude linseed oil, fatty acids, tall oil products, petroleum, turpentine, siccatives, heavy and light spar, zinc white, zinc oxyde, lead white, genuine pigments. Requests replies in German. Direct purchase and agency. Hanf & Nelles (importer, wholesaler, retailer, manufacturers' agent), 4 Duesseldorf-Reisholz, Postfach 110, Paul-Thomas-Strasse 49. WTD 2/17/67.

● **IRAQ**—Bleaching powder stabilized (36% to 38% chlorine) 100 metric tons. Factory packed in 50 Kg. (net), airtight, galvanized drums with *inner plasticine bag*, if possible. Bid deadline Mar. 28. Notice No. 18. Directorate General of Projects, Ministry of Municipalities & Works, Baghdad, Iraq. (202-WO 7-5496).

Commercial caustic soda or sodium hydroxide (98% min. Naoh), 1,000 long tons. To be packed in new steel drums at 735 lb. each net. Tender No. 3/67. Bid deadline Mar. 18. Central Foreign Purchasing Board, Ministry of Finance, Baghdad. (202-WO 7-5496).

PORTUGAL—Magnesium oxide or hydroxide, technical quality. Caima Pulp Co. Lda. (wood pulp manufacturer), Quinta do Caima, Albergaria-a-Nova. WTD in preparation.

SWITZERLAND—Industrial organic and inorganic chemicals of all kinds. Direct purchase and agency. Oswald E. Boll (importer, manufacturers' representative, commission agent), Seefeldstrasse 45, 8008 Zurich. WTD 2/16/67.

282 Synthetic materials

GREECE—Synthetic resins. Request c.i.f.-Piraeus price quotations, samples. Direct purchase and exclusive distributorship. Emile Papadopoulos-Transcommerce (Hellas) (importer, distributor, sales agent), 31 Ioulianou St., Athens 103. WTD 2/3/67.

SWITZERLAND—Acrylonitrile, butadiene, styrene copolymers; polypropilene resins; molding compounds for injection, extrusion. Paul Rutz (importer, agent), 6 avenue Frontenex, 1211 Geneva 6. WTD in preparation.

283 Drugs

DOMINICAN REPUBLIC—Veterinary preparations for livestock. Direct purchase and agency. Requests replies in Spanish. Suero & Co., C. por A. (importer, exporter, wholesaler), P.O. Box 177, Santo Domingo. WTD 8/3/66.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

JAPAN—toothpaste (dentifrice), usually in form of a special cream, designed to remove discolorations and stubborn spots on teeth; ordinarily used once or twice a week in conjunction with standard toothpaste. Tokyo Menka, Inc. (importer, distributor), Rm. 424, Nikkatsu International Bldg., 1 Yuraku-cho 1-chome, Chiyoda-ku, Tokyo. WTD 2/67.

SWITZERLAND—Automotive waxes and polishes. Agency and direct purchase. Centraco S.A. (importer, wholesaler), P.O. Box 1, 1008 Prilly. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

GREECE—Paints, varnishes, lacquers, enamels. Requests c.i.f.-Piraeus price quotations, samples. Direct purchase and exclusive distributorship. Emile Papadopoulos-Transcommerce (Hellas) (importer, distributor, sales agent), 31 Ioulianou St., Athens 103. WTD 2/3/67.

● **IRAQ**—Black enamel paint, 10,000 imperial gallons, packed in drums suitable for overseas shipment. Bid deadline March 11. Government Oil Refineries Administration, Ministry of Oil, Baghdad. Tender No. 2/67.★ (Telephone: 202-WO 7-5496).

● **MALAYA**—Black finishing (gloss) 1,600 gal.; cream finishing (gloss) 700 gal.; signal red finishing (gloss) 1,100 gal.; white finishing (gloss) 3,500 gal.; undercoat, white finishing gloss) 1,300 gal.; aluminum wood primer, 800 gal.; black (bituminous base) 1,500 gal.; green (bituminous base) 350 gal.; red (bituminous base) 120 gal.; aluminum (bituminous base) 1,100 gal. Public Works Documents Q.8/66. Bid deadline April 3. Tender documents available from the Office of the Chief Superintendent of Stores, Federal Stores, P.W.D. Cheras Road, Kuala Lumpur at a cost of $10 per set. (Telephone: 202-WO 7-5496).

287 Agricultural chemicals

● **SYRIA**—Heavy oil, 38,000 kilos; Lindane (20%), 2,000 kilos; insecticides, pyrethrins 6% wt. by volume, technical piperonyl butoxide 60% wt. by volume 500 kilos; dychlorovinyl dimethyl phosphate (DDVP), 180 kilos. Bid deadline May 2. For particulars write General Directorate. Syrian Tobacco Monopoly, Damascus, Syria. (Telephone: 202-WO 7-5496).

● **TURKEY**—Diammonium phosphate, minimum 15% N, minimum 46% P_2O_5, minimum 90% of P_2O_5 water soluble, light gray uniform granular structure, 2,500 tons. Urea, maximum 45% N, maximum 1% biuret, free flowing, white in color, 2-4 MM diameter granular structure, 5,000 tons. Bid deadline Mar. 14. (Telephone: 202-WO 7-5496).

289 Chemical products

JAPAN—Coating material for sand molds. Kanto Kosan Kaisha, Ltd. (Kanto Kosan Kabushiki Kaisha) (importer, exporter, wholesaler), Nippon Bldg., 8 Ohte-machi 2-chome, Chiyoda-ku, Tokyo. WTD 2/67.

SPAIN—Chemical product applied on automo-

bile, truck windshields aiding visibility during rain. Comercial Shenston (importer, wholesaler), Frades de la Sierra, Salamanca. WTD 10/7/66.

291 Petroleum refining

NETHERLANDS—Solid and liquid fuels. Direct purchase and agency. N. V. Algemene Kolencompagnie (importer, exporter, agent, wholesaler), P.O. Box 24 or 50 Schiedamsedijk, Rotterdam. WTD in preparation.

301 Tires, tubes

● **IRAQ**—Tires 698 and inner tubes 566, various sizes and types. Tender No. 4/1967, bid deadline Mar. 28. Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-3381).

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If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

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Ask the Department of Commerce Field Office.

307 Plastic products

WEST GERMANY—Plastic hoses of polyvinyl chloride, flexible, type with a highly tensile wire helix fully embedded in the wall, and type nylon braided for strength; bore sizes ¼" to 4". Quotations requested c.i.f. Bremen indicating delivery periods. UCLA Unnering & Claassen (importer, wholesaler), Duckwitzstrasse 74, 28 Bremen. WTD in preparation.

320 Stone, clay, glass products

NETHERLANDS—Building materials. Direct purchase and agency. N. V. Algemene Kolencompagnie (importer, exporter, agent, wholesaler), P.O. Box 24 or 50 Schiedamsedijk, Rotterdam. WTD in preparation.

331 Steel mill products

HONG KONG—Cold, reduced mild steel sheet cuttings. Everest Trading Co. (importer), 805 Shaws' Bldg., 684 Nathan Rd., Kowloon. Cable: Everestra. WTD in preparation.

Stainless steel sheets and coils, primary and secondary; hot rolled steel plates; mild steel angle and flat bars. Everest Trading Co. (importer), 805 Shaws' Bldg., 684 Nathan Rd., Kowloon. Cable: Everestra. WTD in preparation.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—Aluminum ingot, 12,000 tons a year 99.6% purity, Power Cable Private Ltd., P.O. Box 1522, 5B Amar Building, Mehta Rd., Bombay-1.

SWITZERLAND—Solder for printed circuits (lead-alloy). Direct purchase and agency. Oswald E. Boll (importer, manufacturers' representative, commission agent), Seefeldstrasse 45, 8008 Zurich. WTD 2/17/67.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Electrical wires and cables, flexibles, insulated, and other types, suitable for electrical applications of all categories. Direct purchase and agency. Societe Commerciale Toulousaine (S.C.T.) (wholesale dealers), 15-17 Boulevard Bonrepos, 31- Toulouse, Haute-Garonne. WTD 4/26/66.

GERMANY—Aluminum semis, such as sheets, sections, plates, pressed and forged parts and pipe for aircraft and heavy industries, shipyards. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Renicke & Buddenbaum OHG, Aluminium (importer, exporter, manufacturers' agent), 12 Breslauer Strasse, 4134 Rheinberg Kr. Moers. WTD 2/20/67.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Natural gas-fired central heating boilers, also completed central heating and airconditioning units for residential and light commercial use. Capacities of boilers and heating units from 40,000 to 160,000 BTU. Direct purchase and exclusive representation. Descriptive literature, price lists desired. N. V. Thermagas (importer), 50 Goedestraat, Utrecht. WTD 8/12/66.

SWEDEN—Chemical closets (toilets); theftproof toilet paper holders and accessories for public toilets. Sanibox AB (importer, retailer), Smalandsgatan 17, Stockholm. WTD 2/2/67.

344 Fabricated structural metal products

● **JORDAN**—The Government of Jordan is seeking bids for the supply of three fabricated structural steel and related components suitable for workshop buildings. Design per American Standard Plumbing Code ASA-A 40.7. Structural steel materials according to American standard per AISC Manual except structural shapes: ASTM A 36. Tender documents and specifications available from issuing authority for $2.80 plus airmail postage from Jordan Phosphate Mines Co., Ltd., P.O. Box 30, Amman, Jordan, Attn: Investment Mgr. Bid deadline Mar. 30.

349 Fabricated metal products

SWEDEN—Joints for dismountable structures as well as for round tubes and square tubes. Direct purchase and agency. Mator Metallindustri (importer, retailer, wholesaler, manufacturer, sales agent), Drottningholmsvagen 312, Bromma. WTD 8/25/66.

352 Farm machinery

DOMINICAN REPUBLIC—Milking machines. Direct purchase and agency. Requests replies in Spanish. Suero & Co., C. por A. (importer, exporter, wholesaler), P.O. Box 177, Santo Domingo. WTD 8/3/66.

353 Construction, mining, materials handling machinery, equipment

● **CHILE**—Five bulldozers, diesel, approximately 90 h.p. Tender No. 23, bid deadline Apr. 4. Bidders must be legally represented in Chile; otherwise, quotations will be disregarded. Payment under BIRD credit. Empresa Nacional de Electricidad S.A. ENDESA, Ramon Nieto 920, Santiago.★ (Telephone: 202-WO 7-5566).

● Four crawler type tractors, approximately 250 h.p. Tender No. 10, bid deadline Apr. 4. Bidders must be legally represented in Chile. Correspondence and bids to be submitted in Spanish. Payment under BIRD credit. Empresa Nacional de Electricidad S.A. ENDESA, Ramon Nieto 920, Santiago.★ (Telephone: 202-WO 7-5566).

● Eight power shovels. Tender No. 19, bid deadline Apr. 5. Bidders must be legally represented in Chile. Correspondence and bids to be submitted in Spanish. Payment under BIRD credit. Empresa Nacional de Electricidad S.A. ENDESA, Ramon Nieto 920, Santiago.★ (Telephone: 202-WO 7-5566).

ITALY—Mining machinery, mineral flotation apparatus. Mineraria Silius, S.p.A. (mining), 231 Via Roma, Cagliari. WTD 12/29/66.

JAPAN—New devices in materials handling equipment, such as vacuum lifts, air floating systems, magnetic sheet metal sorting and handling equipment, computors controlling warehouse order pickers, conveyors. Direct purchase and agency. C. Itoh & Co., Ltd. (importer, exporter, wholesaler), Tokyo Office, Construction Machinery Section, 4 Hon-cho 2-chome, Nihombashi, Chuo-ku, Tokyo. WTD 10/20/66.

● **TURKEY**—Supply of eight forklift trucks with the following capacities: two five-ton capacity; two two-ton capacity; two one-ton capacity; and two ½-ton capacity. Tender No. 6044.3-66.FA.ATL, bid deadline Apr. 3. Naval Forces Command, Technical Dept., Plant & Shops Branch, Ankara. Tender documents are available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara, for $10.

● Supply of eight units of shop tractors used for towing load trucks, with a minimum tractive power of 1800 Kgr., diesel or gasoline engines, maximum 3 m. long, 2 m. wide, maximum 2.5 m. turning radius, minimum three forward and one reverse gear. Tender No. 6044.1-67.FB.ATL, bid deadline April 3. Tender documents are available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara for $8.

354 Metalworking machinery

● **INDIA**—Metalworking equipment including two internal grinders, one universal radius grinder, two reamer lapping machines, two rubber stamping presses—10,000 ton and 16,000 ton capacity respectively, and one crank or hydraulic press, 40 ton capacity. Tender No. MP-1/GLOBAL/64/67, bid deadline Mar. 20. Purchase Mgr., Hindustan Aeronautics Ltd., Nasik Division Old Distillery Building, Nasik Rd., Maharashtra. Copies of tender papers may be obtained from Hindustan Aeronautics Ltd. for $2.66 per copy.

● One electrically driven, parallel rolling type, tube expander along with expander tools, expander rolls, mandrels, and other accessories; suitable for ½"-¾" O.D. tubes and ½"-6" tube sheets. Tender No. AEE/P/CAP/12841, bid deadline Mar. 20. Head Purchase & Stores Divi-

sion, Atomic Energy Establishment Trombay, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2723).

355 Special industry machinery

BRAZIL—Short-run offset equipment. Direct purchase and agency. Silvimex Importadora Exportadora Ltda. (wholesaler, representative, agent), Avenida Almirante Barroso 97, 10° andar, sala 1003, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 12/6/66.

NORWAY—Color mixing machines for push-button blending of individual orders in retail paint stores. Fleischers Kjemiske Fabrikker A/S (manufacturer), Edv. Griegsvei 3, Bergen. WTD in preparation.

● **PAKISTAN**—Various kinds of tools and equipment for machine shop, welding shop, wood-working and pattern making shop. Tender No. S-13/368/66-67/IDA, bid deadline Mar. 31. Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-WO 7-5589).

SWITZERLAND—Small offset printing machinery, for office use, also automatic, handling European size Din A4. Direct purchase and agency. F. Hofstetter & Co. (importer, distributor), Effingerstrasse 6, 3000 Bern. WTD in preparation.

356 General industry machinery

SWEDEN—Injection pumps for washing machines; motors 220 Volt vx for dish and laundry machines; magnetic valves for water used in dish and laundry machines. Direct purchase and agency. Anglo-Swedish Clock Co. AB (importer, wholesaler, sales agent), Linnegatan 7, Stockholm. WTD 2/15/67.

357 Office, computing, accounting machines

NETHERLANDS—Semitechnical teaching apparatus for schools and sophisticated new types of office machines. Direct purchase and agency. N. Samson N.V. (importer, wholesaler, exporter, agent, publisher, printer), 1 Wilhelminalaan, Alphen a/d Rijn. WTD in preparation.

SWITZERLAND—Small offset printing machinery for office use, also automatic, handling European paper size Din A4. Direct purchase and agency. F. Hofstetter & Co. (importer, distributor), Effingerstrasse 6, 3000 Bern. WTD in preparation.

358 Service industry machines

SPAIN—Commercial car washing equipment. Direct purchase and agency. Requests replies in Spanish. Cotalva, S.A. (manufacturer, importer, commission merchant), Marisma de Cantos s/n, Aviles, Oviedo. WTD 12/27/66.

Industrial vacuum cleaners. Direct purchase and agency. Requests replies in Spanish. Cotalva, S.A. (manufacturer, importer, commission merchant), Marisma de Cantos s/n, Aviles, Oviedo. WTD 12/27/66.

Commercial bottle washing machines. Direct purchase and agency. Requests replies in Spanish. Cotalva, S.A. (manufacturer, importer), Marisma de Cantos s/n, Aviles, Oviedo. WTD 12/27/66.

Commercial laundry, dry cleaning and pressing machines. Direct purchase and agency. Requests replies in Spanish. Cotalva, S.A. (manufacturer, importer, commission merchant), Marisma de Cantos s/n, Aviles, Oviedo. WTD 12/27/66.

SWEDEN—Coin-operated lockers for use in public toilets. Sanibox AB (importer, retailer), Smalandsgatan 17, Stockholm. WTD 2/2/67.

Cooling compressors for refrigerators; insulated handles and similar equipment and accessories for stoves, refrigerators, washing machines, laundry machines (including signs, strips, insulation strips and ballbearings (link rollers) for stoves. Direct purchase and agency. Anglo-Swedish Clock Co. AB (importer, wholesaler, sales agent), Linnegatan 7, Stockholm. WTD 2/15/67.

Packaged water chillers, packaged airconditioners. Direct purchase and agency. AB Kylmateriel (importer, wholesaler, sales agent), Dobelnsgatan 64, Stockholm Va. WTD 2/10/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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361 Electric transmission, distribution equipment

● **GREECE**—The bid deadline for the supply of 235,000 watthour meters, A.C. single-phase, two-wire, 220 V, 10(40)A, 50 cycles, has now been set for Mar. 31 (INTERNATIONAL COMMERCE, Feb. 6, p. 49). Tender No. DED-1027-1125/C-3. Estimated value $1,203,000. Public Power Corp., 28 Chalkokondyli St., Athens 102. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-2939).

● **SUDAN**—Supply of 20,730 KWH electricity meters as follows: 19,000 units, 5 AMP (25 AMP max.), single phase, 240 volt, 50 cycle; 350 units, 25 AMP (125 AMP max.), single phase, 240 volt, 50 cycle; 75 units, 10 AMP, 3 phase, 4 wire, 415/240 volt; 700 units, 25 AMP, 3 phase, 4 wire, 415/240 volt; 525 units, 50 AMP, 3 phase, 4 wire, 415/240 volt; 75 units, 150/5 AMPS, 415/240 volt, 50 cycle, 3 phase; 80 units, same as above except 250/5 AMPS; 80 units, same, except 400/5 AMPS; 50 units, same, except 800/5 AMPS. Tender No. CEWC/E/393/67, bid deadline Apr. 6. Central Electricity & Water Corp., P.O. Box 1380, Khartoum.★ (Telephone: 202-WO 7-2939).

● **THAILAND**—Supply of 800 KVAR hour demand meters, three-phase, of various strength, for use on electrical distribution system. Tender No. MEA-PSD-064, bid deadline Apr. 4. The Metropolitan Electricity Authority, Procurement & Store Division, Watlieb, Bangkok.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

ENGLAND—Process control equipment, comprising ultrasonics (measurement, monitoring, detection equipment); sub-systems (operational amplifiers, integrated circuit assemblies, memories; instruments (specialty designs and lines); transducers (pneumatic, electronic, chemical). Direct purchase and agency. Electrosil Limited (manufacturer, distributor), P.O. Box No. 37, Pallion Trading Estate, Sunderland, Co. Durham. WTD 2/14/67.

IRAN—Driven gasoline welders. Khalil Vahdat (importer, exporter), 60 Seraye Omid, Tehran. WTD 2/15/67.

363 Household appliances

IRAQ—Gas ranges of various sizes. Direct purchase and agency. Hasso Marketing (B.A. Hasso & Sons) (importer, wholesaler, retailer), Sinak, Rashid St., Baghdad. WTD 2/67.

NETHERLANDS—Natural gas-fired hot water heaters (6-10 gallon) for residential use. Direct purchase and exclusive representation. Catalogs, price lists desired. N. V. Thermagas (importer), 50 Goedestraat, Utrecht. WTD 8/12/66.

364 Electric lighting, wiring equipment

FRANCE—Electric lighting fixtures, devices, accessories, and supplies for residential, commercial, and industrial uses, 220 volts, 50-cycle, A.C. Direct purchase and agency. Societe Commerciale Toulousaine (S.C.T.) (wholesale dealers), 15-17 Boulevard Bonrepos, 31- Toulouse, Haute-Garonne. WTD 4/26/66.

365 Radio, television receiving sets

ETHIOPIA—Phonograph records, of all types. Catalogs, prices requested. Harambee Music Shop (importer, retailer), P.O. Box 3501, Addis Ababa. WTD 2/15/67.

NETHERLANDS—Tape recorders for educational purposes. Direct purchase and agency. N. Samson N.V. (importer, wholesaler, exporter, agent, publisher, printer), 1 Wilhelminalaan, Alphen a/d Rijn. WTD in preparation.

366 Communications equipment

● **HONG KONG**—Supply of 100,000 tropicalized telephone sets. Tender No. CE 446/RG/AL, bid deadline Mar. 27. Hong Kong Telephone Co., Ltd., G.P.O. Box 479, Hong Kong. Submission of bid through a Hong Kong agent is suggested.★ (Telephone: 202-WO 7-4823).

Supply of a complete automatic telephone exchange with an initial capacity of 20,000 lines and expandable to 79,000 lines. Reference No. CE 376-RG-AL, bid deadline May 22. Hong Kong Telephone Co. Ltd., P.O. Box 479, Hong Kong. Submission of bid through a local agent is suggested. For names of agents, see Trade List entitled "Electronic Equipment, Electronic Tubes and other Electronic Components—Importers, Dealers and Manufacturers—Hong Kong, "obtainable from the U.S. Department of Commerce and its Field Offices.★ (Telephone: 202-WO 7-4823).

ITALY—Telephone, telegraph, radio communication apparatus, equipment. Direct purchase and agency. Hasler Italiana, S.p.A. (manufacturer, exporter, wholesaler. importer), Via Voghera 35, Rome. WTD 2/67.

367 Electronic components, accessories

FRANCE—Electrical and electronic components, parts, accessories, and supplies for industrial and special uses, including thermocouples, condensers, transistors, electron tubes, capacitors, precision and subminiature devices, related lines. Direct purchase and agency. Societe Commerciale Toulousaine (S.C.T.) (dealers), 15-17 Boulevard Bonrepos, 31- Toulouse, Haute-Garonne. WTD 4/26/66.

SWITZERLAND—Base materials for printed circuits, related products. Industrial laser application (electron beam). Direct purchase and agency. Oswald E. Boll (importer, manufactur-

ers' representative, commission agent), Seefeldstrasse 45, 8008 Zurich. WTD 2/16/67.

369 Electrical machinery, equipment, supplies

HONG KONG—Automatic strapping machines using polypropylene straps. Vincent Industries Co. (importer, wholesaler, manufacturer, exporter), Block F, First Floor, Chun Fat Factory Mansion, Tsat Po St., San Po Kong, Kowloon. WTD in preparation.

SWITZERLAND—Industrial nucleonics application. Direct purchase and agency. Oswald E. Boll (importer, manufacturers' representative, commission agent), Seefeldstrasse 45, 8008 Zurich. WTD 2/17/67.

UGANDA—Components for automobile batteries, in sufficient quantities to enable initial production of 25,000 units. Lead-antimony alloy of 6% and 4%; component parts to be to usual automobile battery specifications. Jaykay (Uganda) Agencies Ltd. (indent agent), P.O. Box 3057, Kampala. WTD 2/15/67.

371 Motor vehicles, motor vehicle equipment

SWITZERLAND—Automotive accessories, all kinds. Agency and direct purchase. Centraco S.A. (importer, wholesaler), P.O. Box 1, 1008 Prilly. WTD in preparation.

374 Railway equipment

● **BURMA**—Supply of 14 meter gauge bogie oil tank wagons. Tender No. METC/B.Rlys./12 (T) 86/66-67, bid deadline Mar. 30. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. Specifications and conditions may be obtained from Rm. 4314, BDSA-596, U.S. Department of Commerce, Washington, D.C.★ (Telephone: 202-WO 7-4816).

● **INDIA**—Supply of eight hydraulic transmissions for small diesel hydraulic locomotives. Tender No. Beas/Pr 156174/T-90, bid deadline Apr. 6. Chief Purchase Officer, Beas Purchase Organization, District Hoshiarpur, Talwara Township, Punjab State, India. Description and notes of tender available from Rm. 4314, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

381 Engineering, laboratory, scientific research instruments

NETHERLANDS—Blood and blood clotting testers. Direct purchase. Exclusive representation required. Catalogs, price lists requested. Depex N.V. (importer), 85 Steenstraat, De Bilt (Utrecht). WTD 8/19/66.

Instruments for chemistry, physics research and teaching in schools. Direct purchase and agency. N. Samson N. V. (importer, wholesaler, exporter, agent, publisher, printer), 1 Wilhelminalaan, Alphen a/d Rijn. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Measuring and regulating equipment for natural gas-fired central heating units for residential and light commercial use. Direct purchase and exclusive representation. Descriptive literature, price lists desired. N. V. Thermagas (importer), 50 Goedestraat, Utrecht. WTD 8/12/66.

Various types of transducers for laboratory, technical use. Direct purchase and exclusive representation. Catalogs, price lists requested. Depex N. V. (importer), 85 Steenstraat, De Bilt (Utrecht). WTD 8/19/66.

SWEDEN—Temperature controls for stoves; thermostats and automatic defrosting equipment for refrigerators; programers for washing and laundry machines; level indicators for dish and washing machines. Direct purchase and agency. Anglo-Swedish Clock Co. AB (importer, wholesaler, sales agent), Linnegatan 7, Stockholm. WTD 2/15/67.

● **TURKEY**—Supply of 12 units brinell hardness tester, bench type, equipped with a graduated dial indicating amount of load applied to evaluate hardness tests. Tender No. 67-18T-11, bid deadline Mar. 28. Devlet Su Isleri Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Etlik, Ankara.★ (Telephone: 202-WO 7-2939).

383 Optical instruments, lenses

SPAIN—Anti-fog glasses. Comercial Shenston (importer, wholesaler), Frades de la Sierra, Salamanca. WTD 10/7/66.

384 Surgical, medical, dental instruments

● **INDIA**—Supply of two electrocardiograph machines; one defibrillator internal, external; one visoscope oscilloscope 3"; one external and internal pacemaker. Tender No. 1/M, bid deadline Mar. 21. Controller of Stores, Bombay Port Trust, Mazagon, Bombay 10.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Rehabilitation equipment (crutches excepted), and patient monitoring systems for hospital use. Direct purchase and exclusive representation. Catalogs, price lists desired. Depex N. V. (importer), 85 Steenstraat, De Bilt (Utrecht). WTD 8/19/66.

● **TUNISIA**—Supply of hundreds of items in various units and categories of medical, surgical, and hospital instruments, supplies, apparatus and equipment. Bid deadline not specified. Terms and specifications in French. Correspondence preferred in French. Requires proforma invoices in six copies on a c.i.f. Tunis basis. Commodities for use in Tunisian hospitals. Secretariat d'Etat a la Sante Publique, Division de l'Equipement Hospitalier, Rue de Kairouan, Tunis.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

THAILAND—Spectacle frames for men, ladies; lenses for sunglasses. Requires c.i.f. prices, catalogs. Thong Thai Optical Co. (importer, optical merchant), 617 Bamrung Muang Rd., Yodse, Bangkok. WTD 2/67.

386 Photographic equipment, supplies

NETHERLANDS—Photocopying equipment, projection apparatus and supplies for schools, offices. Direct purchase and agency. N. Samson N. V. (importer, wholesaler, exporter, agent, publisher, printer), 1 Wilhelminalaan, Alphen a/d Rijn. WTD in preparation.

387 Watches, clocks

SWEDEN—Electric alarm clock power supplies as well as battery operated. Direct purchase and agency. Anglo-Swedish Clock Co. AB (importer, wholesaler, sales agent), Linnegatan 7, Stockholm. WTD 2/15/67.

399 Manufacturing industries

ENGLAND—New and novelty items, preferably not too bulky, for gift and motor accessories trade; particularly interested in self-adhesive initials suitable for use on wallets, pocketbooks. Direct purchase and agency. N. B. Gift Co. (importer, wholesalers), 19 Mount Pleasant, New Malden, Surrey. WTD 2/20/67.

SWEDEN—Furs for coats, hats, caps. Agency and direct purchase. AB Oscar Wigen (manufacturer, wholesaler), Sabyvagen 25, Tranas. WTD 2/13/67.

503 Dry goods, apparel

UGANDA—Dry goods, piecegoods (textiles), hosiery and lingerie, apparel, accessories. J. R. Representations (indent agent), P.O. Box 4739, Kampala. WTD 2/15/67.

504 Groceries, related products

FRANCE—Hawaiian pineapples, bitter Michigan cherries. Request replies in French. Conserverie Moderne Kinnel (manufacturer), 49, Rue de la Cote, 57 Ban-Saint-Martin. WTD 2/16/67.

505 Farm products, raw materials

NETHERLANDS—Salted cattle hides and calf skins. De Clercq Huidenhandel N. V. (importer, wholesaler, exporter), 8 Stationsplein, Roosendaal. WTD in preparation.

507 Hardware, plumbing, heating equipment

UGANDA—Building hardware, plumbing and heating equipment, supplies. J.R. Representations (indent agent), P.O. Box 4739, Kampala. WTD 2/15/67.

509 Wholesalers

TOGO—Rice, wheat flour, soap. Requests c.i.f. price quotations. Nouvelle Compagnie Africaine (N.O.V.A.) (importer), B.P. 922, Lome. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

HONG KONG—Duck's feet in bulk. Euro Pacific (Mercantile Agencies), Ltd. (importer, agent, distributor, exporter), 301 Pedder Bldg. Cable: Uropac. WTD 2/2/67.

208 Beverage industries

NORWAY—Flavoring agents for processed foods—hydrolyzed vegetable protein. K. O. Torgan A/S (manufacturers' agent, distributor), Waldemar Thranesgate 84B, Oslo 1. WTD 2/67.

209 Food preparations

VENEZUELA—Popcorn in retail pack, unpopped. Requests replies in Spanish. Corporacion de Viveres, S.R.L. (sales agent), Edificio Morgrac, Calle 300, Quinta Crespo, Caracas. or: Apartado 8547, Caracas. WTD 2/8/67.

211 Cigarettes

ITALY—New brands of American cigarettes. Giovanni Tarantino (importer, ship chandler), 46 Via La Masa, Palermo. WTD 2/15/67.

220 Textile mill products

IRAQ—Cotton, rayon piecegoods. David Handal & Co. (commission agent), Abboud Bldg., 7th floor, Rashid St., P.O. Box 39, Baghdad. WTD 2/67.

229 Textile goods

SPAIN—Textile waste, especially new unbleached and bleached knitted cotton cuttings, loopers and overlocks. Exclusive agency. Alfredo Hogel Schulze (sales agent), Rambla Volart 29, Barcelona 13. WTD 7/11/66.

234 Women's, misses' children's infants' undergarments

SWEDEN—Underwear for ladies such as brassieres, corsets, slips. C A Mark AB (importer, sales agent), Kungsgatan 50, Stockholm. WTD 2/13/67.

238 Apparel, accessories

SWEDEN—Dressing gowns for ladies. C A Mark AB (importer, sales agent), Kungsgatan 50, Stockholm. WTD 2/13/67.

254 Partitions, shelving, lockers, office, store fixtures

GERMANY—Store fixtures, wood, including display, table, wall to wall. Gottl. Schuster KG (manufacturer), 71 Heilbronn a. N., Holzstrasse 5-7. WTD 2/67.

281 Industrial chemicals

ITALY—Industrial organic and inorganic chemicals. ASCA—Azienda Scambi Commerciali Azionaria (importer), Piazza Velasca 4, Milan. WTD 12/20/66.

NORWAY—Hydrox-ethyl cellulose, and N,N-diethyl-meta-toluamide. K. O. Torgan A/S (manufacturers' agent, distributor), Waldemar Thranesgate 84B, Oslo 1. WTD 2/67.

282 Synthetic materials

HONG KONG—Cellophane. Exclusive agency. Shewan Tomes (Equipment), Ltd. (importer, wholesaler, retailer), P.O. Box 15513. Cable: Feenix. WTD 2/20/67.

IRAQ—Cellophane, sheets and rolls, moisture-proof and non-moisture-proof. David Handal & Co. (commission agent), Abboud Building, 7th floor, Rashid St., P.O. Box 39, Baghdad. WTD 2/67.

PAKISTAN—Plastics materials, synthetic resins, allied products. Requests catalogs, quotations, c. & f., Karachi. Jeyemby Dye Pigment Corp. (importer), 62 Motan Bldg., P.O. Box No. 4646, Karachi 2. WTD 11/7/66.

Plastic materials, synthetic resins, allied products. Requests catalogs, quotations, c. & f., Karachi. Hakim Brothers (importer), Frere Rd., P.O. Box 4525, Karachi 2. WTD 12/19/66.

287 Agricultural chemicals

ITALY—Fertilizers. ASCA—Azienda Scambi Commerciali Azionaria (importer), Piazza Velasca 4, Milan. WTD 12/20/66.

PAKISTAN—Fertilizers, agricultural pesticides. Requests catalogs, quotations, c. & f., Karachi. Mohammed Ali Export Corp. (importer), 29 Chartered Bank Chambers, McLeod Rd., Karachi 3. WTD 1/67.

289 Chemical products

NORWAY—Gelatines for food industry. K. O. Torgan A/S (manufacturers' agent, distributor), Waldemar Thranesgate 84B, Oslo 1. WTD 2/67.

291 Petroleum refining

ITALY—Lubricating oils. ASCA—Azienda Scambi Commerciali Azionaria (importer), Piazza Velasca 4, Milan. WTD 12/20/66.

306 Fabricated rubber products

NETHERLANDS—Rubber for footwear industry. Handelsonderneming van Delft-Gragtmans (importer, wholesaler, exporter, agent), 44a Gasthuisstraat, Kaatsheuvel. WTD in preparation.

307 Plastics products

NETHERLANDS—Plastics for footwear industry. Handelsonderneming van Delft-Gragtmans (importer, wholesaler, exporter, agent), 44a Gasthuisstraat, Kaatsheuvel. WTD in preparation.

311 Leather tanning, finishing

NETHERLANDS—Upper and lining leather for footwear, leatherware, clothing industries. Handelsonderneming van Delft-Gragtmans (importer, wholesaler, exporter, agent), 44a Gasthuisstraat, Kaatsheuvel. WTD in preparation.

331 Steel mill products

PAKISTAN—Steel sheets, strip, bars, steel pipes, tubes and allied products. Requests catalogs, quotations, c. & f., Karachi. Trade International (Pak) Ltd. (importer), 3/3 Lotia Bldg., Bunder Rd., Karachi. WTD 12/15/66.

Steel sheets and strips; steel bars, steel shapes. Requests catalogs, quotations, c. & f., Karachi. Hakim Brothers (importer), Frere Rd., P.O. Box 4525, Karachi 2. WTD 12/19/66.

351 Engines, turbines

PAKISTAN—Marine engines, over 18 h.p. Requests catalogs, quotations, c. & f., Karachi. Rais Corp. (importer), Nadir House, P.O. Box 4869, McLeod Rd., Karachi. WTD 11/21/66.

354 Metalworking machinery

ITALY—Metal parts cleaning, deburring & finishing equipment. Marin (distributor, agent), Via Martinetti 10, Milan. WTD 1/67.

PAKISTAN—Automotive maintenance equipment and allied supplies. Requests catalogs, quotations f.a.s. New York or c. & f., Karachi. Trade International (Pak) Ltd. (importer), 3/3 Lotia Bldg., Bunder Rd., Karachi. WTD 12/15/66.

Lathes, wood-working; drilling machines, radial plain; other kinds of machine tools. Requests catalogs, quotations, c. & f., Karachi. Rais Corp. (importer), 3rd Floor Nadir House, P.O. Box 4869, McLeod Rd., Karachi. WTD 11/21/66.

358 Service industry machines

GERMANY—Refrigerated cabinets, frozen food display cases. Gottl. Schuster KG (manufacturer), 71 Heilbronn a. N., Holzstrasse 5-7. WTD 2/67.

361 Electric transmission, distribution equipment

GERMANY—Test equipment for testing electrical, radio circuits, motors. Hanns Schaefer K.G. (wholesaler, sales agent), 35 Kassel, Erzbergerstr. 55-57. WTD 2/67.

362 Electrical industrial apparatus

GERMANY—Industrial controls. Hanns Schaefer KG (wholesaler, sales agent), 35 Kassel, Erzbergerstr. 55-57. WTD 2/67.

PAKISTAN—Electrodes, carbon and graphite for welding, batteries, plugs, plates, rods and power tubes. Requests catalogs, quotations, c. & f., Karachi. Rais Corp. (importer), Nadir House, P.O. Box 4869, McLeod Rd., Karachi. WTD 11/21/66.

367 Electronic components, accessories

GERMANY—Electronic components. Hanns Schaefer KG (wholesaler, sales agent), 35 Kassel, Erzbergerstr. 55-57. WTD 2/67.

ITALY—Electronic components for professional use. Special-Ind (distributor, importer), Via Manin 33, Milan. WTD 2/67.

371 Motor vehicle, motor vehicle equipment

COLOMBIA—Rebuilt motor vehicle engines, parts. Alex Schuttmann & Cia. (manufacturers' representative), Edificio Tequendama No. 602, Medellin. WTD 1/67.

PAKISTAN—Automobile and truck parts, accessories. Requests catalogs, quotations, c. & f., Karachi. Automotive Products Corp., 129 Al-Hayat, Bunder Rd., Karachi. WTD 10/12/66.

372 Aircraft, parts

PAKISTAN—Aircraft engines, parts; aircraft propellers, parts. Requests catalogs, quotations, c. & f., Karachi. Automotive Products Corp. 129 Al-Hayat, Bunder Rd., Karachi. WTD 10/12/66.

384 Surgical, medical, dental instruments

SOUTH AFRICA—Hypodermic jet injection apparatus for introducing measured amounts of immunizing vaccines. Specifications available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. M. Stabler (Pty) Ltd. (importer, retailer), P.O. Box 2726, Johannesburg. WTD 9/21/66.

386 Photographic equipment, supplies

NETHERLANDS—Photographic equipment, components, accessories. N.V. Handelmaatschappij Italanda (importer, wholesaler, commission merchant, agent, transit trader, ex-

porter), 22 Saftlevenstraat, Rotterdam-2. WTD in preparation.

PAKISTAN—Motion pictures, 35 m.m. Requests catalogs, quotations, c. & f., Karachi. S. M. Iqbal Ahmed & Brothers (importer), 9 Byculla Mansion, New Chali, Frere Road, Karachi. WTD 10/12/66.

509 Wholesalers

KOREA—Waste paper. Melvin Bok, Representative (sales agent), Room 620 Haenam Bldg., 70-5, 2-ka, Taepyung-ro, Chung-ku, Seoul (Central P.O. Box 68, Seoul). WTD 2/67.

Leads for Importers

Commodities are offered direct unless specified

233 Women's, misses', juniors' outerwear

SWEDEN—Blouses made of Scandinavian, Swiss, Italian and French fabrics; own designs. Exclusive agency will be offered. Katro Modeller (manufacturer, exporter, importer), St. Eriksgatan 11, Stockholm K. WTD 2/67.

286 Gum, wood chemicals

BRAZIL—Sorva gum. Direct sale or through well-established agents. Merimpex- Representacoes, Importacoes e Exportacoes Ltda. (wholesaler, agent), Avenida Rio Branco 156, 6° andar, salas 614/615, Rio de Janeiro ZC-21, Estado da Guanabara. Caixa Postal 787, ZC-00. WTD 6/6/66.

289 Chemical products

BRAZIL—Copaiba essential oil. Direct sale or through well-established agents. Merimpex-Representacoes, Importacoes e Exportacaoes Ltda. (wholesaler, agent), Avenida Rio Branco 156, 6° andar, salas 614/615, Rio de Janeiro ZC-21, Estado da Guanabara. Caixa Postal 787, ZC-00. WTD 6/6/66.

311 Leather tanning, finishing

FRANCE—Chamois skins, single, dressed. Leon Rousseau (Etablissements) (producer, wholesaler, exporter), Boite Postale 193, 79-Niort, Deux-Sevres. WTD 2/21/67.

315 Leather gloves, mittens

FRANCE—Leather gloves, chamois skin; washable kid, tanned lamb for men, women, children. Leon Rousseau (Etablissements) (manufacturer, wholesaler, exporter), Boite Postale No. 193, 79- Niort, Deux-Sevres. WTD 2/21/67.

373 Shipbuilding, repairing

FRANCE—Sailboats, for sport and pleasure, ranging in sizes from 3.70 to 4.70 meters (12 to 16 feet in length, approximately); fiberglass reinforced polyester hulls; crafts may be equipped with outboard motors; pleasure catamarans of various types. Desires sales agents and retail dealers in California, western section of United States. Illustrated descriptive leaflets available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. (Societe Anonyme) M. N. C. "La Prairie" (manufacturer), 33 Svenue de Montbron, 16- L'Isle-d'Espagnac, Charente. WTD 2/20/67.

505 Farm products, raw materials

NIGERIA—Raffia and piassava. Eastern Overseas Agencies (importer, exporter, ship brokers, shipping-clearing-forwarding agents), 6 Industry Rd., P.O. Box 660, Port Harcourt. WTD 9/22/66.

509 Wholesalers

NIGERIA—Wood carvings. Eastern Overseas Agencies (shipping-clearing-forwarding agents, ship brokers, importers, exporters), 6 Industry Rd., P.O. Box 660, Port Harcourt. WTD 9/22/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—The availability of foreign credits will play an important part in determining the source of foreign equipment as well as the success of the Government's plans for further expansion of electric power production and distribution. It appears that SEGBA (Greater Buenos Aires Power Authority (will not seek World Bank financing for a new thermal generator for its Puerto Nuevo Plant, but will be seeking funds to carry out its announced **$235 million program to improve and expand transmission and distribution facilities.** Current plans also call for **important projects in the interior of the country,** such as expansion of rural electrification with the aid of $21 million in Inter-American Development Bank funds; expansion of the Mendoza project; and the $400 million *El Chocon-Cerros Colorados* hydroelectric project, for which completion is hoped for in 1973. In addition, the Argentine Atomic Energy Authority has informally requested proposals for a 300-500 megawatt nuclear power generating facility for the Buenos Aires area.

AUSTRALIA—The Prime Minister, Harold Holt, stated that as a result of discussions that had been going on for some time between the Federal and South Australian Governments, followed by a decision at the Loan Council meeting, agreement had been reached on a scheme to finance the **construction of a pipeline to carry natural gas from Gidgealpa, in the northeast of South Australia, to Adelaide.**

He estimated that the amount of finance required for the project would be $US 39,200,-000 spread over a period extending to mid-1972. Expenditure would be heavily concentrated in the financial years 1967-68 and 1968-69. "South Australia is to arrange semi-governmental borrowings for the purpose of the pipeline authority which is to be established up to a total of US 22,400,000", he said. "The Loan Council agreed to a special addition of $US 22,400,000 being made to the semi-governmental borrowing program of South Australia for the 1971-1972 period. The purpose of this is to cover the proposed borrowings for the pipeline authority. Over the same period the Commonwealth will make loans to South Australia to an amount of $US 16,-800,000.

"These loans will be repaid by South Australia over the years 1972-73 to 1979-80. It is expected that for this purpose finance will be sought by way of further semi-governmental borrowings by the pipeline authority."

BRAZIL—Two long-discussed major transportation projects, a **Guanabara Bay bridge** and a **subway for Sao Paulo,** were again making headlines and awakening hopes of becoming realities. An Executive Decree of December 1966 called for the undertaking and completion within 100 days of a study to recommend the composition and duties of a Guanabara Bay Bridge Authority to be responsible for the construction and operation of a bridge between Rio and Niteroi. This decree followed the announcement that a consortium of U.S. and Brazilian firms won the bidding over 11 competitors for the preparation of a feasibility study to determine costs and usability of the proposed bridge.

The city of Sao Paulo made a similar move by forming the Sao Paulo Subway Company to contract for a mass transportation feasibility study, supervise construction and operate an eventual system. Nine local engineering companies, each associated with one or more foreign firms (U.S., Western European and Japanese) submitted their bids for the preparation of the required feasibility study.

Mayor Faria Lima has signed a protocol with the German consortium Hochtief, which has won the international tender to conduct the feasibility study and engineering plans for Sao Paulo's *Metro.* These studies must be ready in 12 months, at a cost of US $3,070,000. Construction work could begin in 18 months.

The city of Rio de Janeiro also desires to institute a mass transportation system and it has invited bids for the conduct of a feasibility study. However, it is believed that the prospects for the construction of a subway or elevated railway in this city are very limited at this time.

ECUADOR—Work continues apace on Ecuador's **electrification program.** Studies proceeded on the giant 1.1 million kilowatt Jubones-Paute project and were completed on the San Miguel de Car project. The Boston firm of Charles T. Main (with the assistance of an Agency for International Development loan) was performing the Jubones-Paute work. A Japanese firm prepared the feasibility study for San Miguel de Car, for which World Bank financing will be sought. Pushing ahead with its five-year plan to increase generating capacity in Guayaquil by 34,000 kilowatts, the U.S.-owned *Empresa Electrica del Ecuador* installed two substations costing a total 6.6 million sucres and connected by a 10-kilometer, 69,-000-volt transmission line, which will help to meet the city's rapidly rising power demand. Other planned projects are the 100,000-kilowatt Pisayamba hydroelectric project (Harza Engineering Co. presently studying), the 500,-000-kilowatt hydroelectric project at Guayllabamba, and a 40,000-kilowatt plant at Toachi. In addition, a number of smaller hydroelectric

and thermal plants are planned or in process of construction. U.S. suppliers of electrical equipment should be alert for bid calls. For further information, **write:** *Instituto Ecuatoriano de Electrificacion,* Casilla Postal 2986, Quito.

GREECE—Greek and Turkish officials have agreed that the Greek island of Lesbos and the Ayvalik area of the Turkish coast near it should comprise the first region for **touristic development under the NATO Parliamentarians' Greek-Turkish Economic Cooperation Project.** This would in effect close the "Aegean Loop" which the Project's officials hope to establish to enable tourists to travel readily through both Greece and Turkey. The Greek National Tourism Organization (EOT) has set preliminary goals for new or improved hotels, infrastructure and sea and air carrier services for Lesbos, and for other sectors of Greece that would lead into or be part of the Aegean Loop.

A copy of a report reviewing these plans is available on loan from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4674).

IVORY COAST—Planning on the **Bandama Dam project** is continuing. As presently conceived, the project includes $69.4 million for a 180 MW hydro plant, and $14.6 million for a transmission system. A complementary project comprising $44 million for irrigation and $34.7 million for related industry is expected to follow. Crops to be grown on the 68,000 acres to be developed would include sugarcane (37,000 acres), rice, pineapple, vegetables and other foodstuffs.

Financing this project will be an international consortium of U.S. and European financial sources. Given present growth rates in demand for electricity, Ivory Coast will probably need to build another thermal unit to handle power needs between 1970 and 1972, or, as an alternative, they might borrow power from the Volta Dam in Ghana for this limited period.

PANAMA—A 40 MW thermoelectric plant will be built alongside the newly commissioned 24 MW thermoelectric plant at Las Minas Bay by an Italian consortium for IRHE, Panama's Institute for Water Resources & Electrification. The second plant, the first of its kind constructed for IRHE, is scheduled for completion by the end of 1968. A Spanish consortium, EPTISA, has been awarded a contract for the preparation of designs and specifications for the proposed **Bayano hydroelectric project.** The Government of Panama hopes to negotiate a $30 million loan from the World Bank by mid-1967 to enable it to solicit bids by late in the year for the construction and equipping of the first stage of the multi-million dollar project on the Bayano River, east of Panama City.

In the **communications field,** plans to expand and improve service in 1967 call for an additional 10,000 lines and the inauguration of two new central offices, each incorporating the use of modern crossbar type equipment. Additional long-distance equipment is to be installed and one air-pressurizing unit will be installed in each of six central offices for cable protection. A five-year construction program, for the period 1967-71, calls for the expenditure of $17.3 million and will provide for an increase in capacity to 92,500 lines. In the interior of Panama, the towns of Anton, Nata, Ocu and Macaracas were incorporated into the microwave public telecommunications system. The Government announced that a limited-service microwave system would be installed between Panama and La Chorrera, for official government use. This will provide alternate service when normal facilities are temporarily out of service.

THAILAND—The Thai press has reported that the Government has approved plans to **expand Don Muang airfield** to keep up with estimated increases in the use of the airport by commercial airlines over the next eight years. Then, a **second commercial airfield** will be ready, Communications Minister Pongse Punnakanta told reporters. The Cabinet is asking the Technical & Economic Cooperation Dept. to contact foreign governments for technical assistance in making a survey and drawing blueprints for a second airport. Lt. Gen. Pongse said that the work of surveying and drafting blueprints and the work of construction will take about eight years.

"It is, therefore, necessary for Don Muang airport to be expanded to meet increased demands on its facilities for the next eight years," he added. He reported that it had been estimated by foreign experts that in 1965 the number of flights into Don Muang would be 63,700. Actually, he added, the number of flights was 114,400. Pongse said that the actual figure of flights was even bigger than the 102,900 flights estimated for 1980. "In other words, aviation activities at Don Muang have expanded much beyond estimates."

Although earlier surveys recommended postponing the construction of a second commercial airport until 1980, the frequency of flights now using Don Muang prompted the Cabinet recently to approve a new preliminary survey for a second field.

U.A.R.—The Government's General Organization for Industrialization (GOI's) plan, dated 1966, on industrial projects which the UAR (Egypt) wishes to carry out during the Second Development Plan ending in 1972 is available to firms domiciled in the United States on three-day loan from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674).

The 80-page plan documents a large variety of industrial enterprises which the Government hopes and plans to have built and should be considered as a serious attempt by the UAR to set out its intentions to develop a relatively large industrial base by 1972.

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Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—H. P. Kingsley, Managing Director, Kingsley Industries Pty. Ltd., 13 Princes Highway, Springvale, Victoria, **interested in design, manufacture and installation of air conditioning and ventilation plants, design and installation of dust and fumes extraction equipment, design and application of thermal insulation, construction and installation of prefabricated cool rooms,** and requesting technical information. March 18 via San Francisco for three weeks. Itinerary: 3/18-26 San Francisco c/o San Francisco Hilton; 3/26-29 Chicago c/o Palmer House; 3/29-31 Detroit c/o Statler Hilton; 3/31-4/9 New York c/o New York Hilton. WTD under revision.

H. W. Boehm, Director, H. W. Boehm Pty. Ltd., 104-108 Mount St., North Sydney, N.S.W., **interested in negotiating agency agreements with U.S. suppliers of food products, especially rice, nuts, almonds, dates, intant coffee.** March 16 via New York for two weeks. c/o Australian Consulate Generals, New York and San Francisco. Itinerary: 3/16 arrive New York; 3/20 arrive San Francisco; 3/24 arrive Los Angeles. WTD in preparation.

Colin Herringe, C. J. Herringe Holdings Pty. Ltd., 243 Broadway, Sydney, N.S.W., **interested in visiting telephone answering service organizations and plants manufacturing equipment used by such organizations,** and requesting technical information. Feb. 23 via Honolulu for six weeks. Itinerary: 3/13-20 Cleveland, Ohio c/o Sheraton Hotel; 3/20-28 New York c/o Hilton Hotel. WTD 01-67.

DENMARK—Mogens Munk, Director, A/S Aage Havemanns Eftf., 11 Mosedalvej, Copenhagen-Valby, **interested in agencies from U.S. manufacturers of electrical heating appliances except boilers, and small electrical household and kitchen appliances:** will attend IEEE Exhibition in New York. March 15 via New York for approx. two weeks. c/o U.S. Department of Commerce New York Field Office. Itinerary: New York. WTD 02-67.

Jean Wenckens-Madsen, representing Grand Kopi A/S, Poppelgaardsvej 7, Copenhagen-Soborg, **interested in photo finishing equipment** and requesting technical information; will attend the Master Photo Dealers & Finishers Assn. National Convention in Chicago March 13-16. March 12 via Chicago for one week. c/o Hilton Hotel, 720 S. Michigan, Chicago, Ill. 60605. Itinerary: Chicago, New York. WTD 02-67.

ENGLAND—A. E. Chapman, Commercial Mgr., Microwave Systems Ltd., Caltronic House, Hunting Gate, Hitchin, Hertfordshire, **interested in discussing possible representation arrangements with U.S. electronic manufacturers for distribution of their products in the U.K., chiefly in microwave and general electronic field;** will attend IEEE Exhibition in the New York Coliseum 3/20-24. March 18 via New York approx. one week. c/o U.S. Department of Commerce New York Field Office. Itinerary: New York. WTD 9/22/66.

ISRAEL—Yosef Carmy, Chief Engineer, Eilat Pipeline Co. Ltd., 2 Carlebach St., Tel Aviv, will attend IEEE Exhibition in New York and Petroleum Congress in Cleveland; **interested in visiting pipeline installations and viewing equipment for crude oil industry.** March 20 via New York for approx. ten days. c/o P. S. Gareen, 38 Park Row, New York, N.Y. 10038. Itinerary: New York, Cleveland, others if required. WTD 8/3/66.

Hugo Marom, First Chief Flight Test Engineer, Hugo Marom Aviation Consultants, Ltd., Lod International Airport, P. O. Box 139, Tel Aviv, will attend IEEE Exhibition in New York; **interested in visiting plants and manufacturers of airport electronic and aviation equipment,** exchanging ideas on international airport design and use of suitable equipment, and requesting technical information. March 18 via New York for approx. ten days. c/o Mr. Samach, Israel Government Mission, 850 3rd Ave., New York, N.Y. 10022. Itinerary: New York, Los Angeles, Seattle. WTD 10/18/65.

ISRAEL—Lt. Col. B. Keret, Managing Director, Elina Ltd., 52 Nahlat Benjamin St., P.O. Box 960, Tel Aviv, interested in contacting U.S. manufacturers of electronic equipment components for plant visits and U.S. Port Authorities to discuss bus identification and controlling systems; will visit IEEE Exhibition in New York. March 10-20 via New York for 2 weeks. c/o Department of Commerce New York Field Office. Itinerary: Los Angeles, New York, Chicago, others may be arranged. WTD 9/13/65.

Elkana Caspi, General Mgr., Tadiran Israel Electronics Industries, Ltd., 3 Derech Hashalom St., P.O. Box 648. Tel Aviv, **interested in attending the IEEE Exhibition,** March 20-23 in New York. March 20 via New York for two to three weeks. c/o Summit Hotel. Lexington Ave. & 51 St., New York, N.Y. 10022. Itinerary: New York, others to be arranged. WTD 12/15/66.

JAPAN—Mamoru Hayashi, Kawashima Industry Co., Ltd., Kawama-cho, Seki City, Cifu Prefecture, **interested in investigating cutlery products, market research, and possibility of licensing agreement.** Feb. 22 via San Francisco for two months. c/o Alexandria Hotel, 210 W. 5th St., Los Angeles, Calif. 90013. Itinerary: San Francisco, Philadelphia, Los Angeles, Denver, Houston, New Orleans, Atlanta, St. Louis, Chicago, Minneapolis, Cincinnati, New York, Boston. WTD in preparation.

KOREA—Chong-kil Kim, representing Korea Microelectronic Corp. and Korea Electronic Industrial Assn., Rm. 507, Tongyang Bldg., 9-15 Namchang-dong, Chung-ku, Seoul, **interested in contacting manufacturers and suppliers of electronic equipment and components to discuss purchasing such items,** attending IEEE Exhibition in New York, visiting American Electronic Industries Association in Washington, D.C. March 17 via San Francisco for one month. c/o 150-06 77th Ave., Flushing 67, New York, N.Y. Itinerary: 3/17-19 San Francisco, 3/20-27 New York, 3/28-31 Washington, other cities as required. WTD in preparation.

NETHERLANDS—A. Benjamins, Mgr., N.V. Profiltra, 7 Donker Curtiusstraat, Amsterdam, **interested in building materials, insulation and high temperature products, electrical products, packing and friction materials, filter aids, fillers, disperge aids, water treatment chemicals.** March 16 via New York for six weeks. c/o U.S. Department of Commerce Field Offices en route. Itinerary 3/16-22 New York, 3/22-24 Philadelphia, 3/24-26 Washington, 3/26-29 Ashville, N.C., 3/29-30 St. Louis, 3/31-4/6 Los Angeles, 4/6-9 San Francisco, 4/10-11 Chicago, 4/12-14 Waukegan, Ill., 4/14-16 Grand Rapids, Mich., 4/16-18 Toledo, Ohio, 4/18-21 Cleveland, 4/21-23 Buffalo, N.Y., 4/23-25 Pittsburgh, Pa., 4/25-29 Montreal, Canada, 4/29-30 New York. WTD 12/15/66.

NICARAGUA—Roger M. Riguero, Retulos Riguero, 3a Calle S. O. No. 410, Managua, **interested in purchasing plastic molding oven for manufacture of plastic signs,** and requesting technical information. March 20 via Miami for one week. c/o Ocean Haven Hotel, 155 Ocean Drive, Miami Beach, Fla. Itinerary: Miami, Hallandale, Tampa., neighboring states if required. WTD in preparation.

PAKISTAN—Syed Zafar Ali, Modern Trading Co., Ghafur Chambers, Victoria Road, Karachi 3, **interested in agency representations for H.F. panoramic recording receiver, I.S.B. receiver, H.F. tunable FSK receiver, LF/HF general purpose communication receiver with LF, SSB & FSK adaptor, VHF tunable receiver mains operated, quadruplex T.O.R. equipment, C.W. FSK bridge, undulator, band displacement unit, simple inverter privacy, automatic monitoring of radio frequency spectrum, HF direction finder, sensitive valve voltmeter, radio frequency standard signal generator, V.H.F. signal generator, receiving aerial multicoupler, short verticles antenna base station for I.S.B. receiver, universal type valve tester, professional quality tape recorders and control consoles for broadcast agencies, transmitting and receiving electron tubes, fixed and variable frequency (II-108 Mc/s) communications receivers, aerial masts, 1.5 KW HF SSB transmitters and receivers, UHF ground communication equipment, air traffic control, 10 channel tape recorders, crystal manufacturing plant, speech privacy equipment, VHF/DF, airborne radio and radar equipment, TV aerials, electric light fittings,** and requesting technical information. March 13 via New York for four weeks. c/o Roosevelt Hotel, Madison Ave. & 45 St., New York, N.Y. 10017. Itinerary: New York, Chicago, San Franscico. WTD in preparation.

SWEDEN—Carl Olof Olsson, Managing Director. Svenska AB Oltronix, Jamtlandsgatan 125, Vallingby (Stockholm), **interested in agencies for electronic instruments and systems for Scandinavia, The Netherlands, and Switzerland.** March 17 via New York for one week. c/o Dana Laboratories Inc., at the IEEE in New York. Itinerary: New York. WTD 7/27/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Honduras extends bid deadline on construction of road project

The Government of Honduras has announced that the bid deadline for the construction of section 4A of the North Road Project between Yojoa and Potreril'os in the Department of Cortes (INTERNATIONAL COMMERCE, Jan. 23, 1967) has been extended from February 28 to March 31.

Construction Awards

ECUADOR—The field survey contract for the study of the proposed 640 channel microwave telephone link between Quito and Guayaquil was awarded to a Canadian firm. It is hoped that the survey will be completed in the near future so that equipment and construction bids can be called. U.S. firms desiring more information on this project should **write:** *Director General de Comunicaciones, Ministerio de Obras Publicas y Comunicaciones,* Quito.

SPAIN—The award for the Administrative concession involving the construction, maintenance and operation of the Barcelona-La Junquera and Mongat-Mataro toll highways was published in the "Boletin Oficial del Estado" of February 6, as Ministry of Public Works Decree 165 dated January 26. The successful bid went to a consortium which included the Union Industrial Bancaria, Liga Financiera, S.A., Condotte Espanola, and Financiera Comercial e Industrial, S.A.

According to the time schedule outlined, work on the new highways should commence in July of this year and should be concluded by October 1969 for the Mongat-Mataro stretch and by December 1972 for the entire Barcelona-La Junquera expressway. Completion dates for portions of the Barcelona-La Junquera highway are the following: Barcelona-Granollers, December 1969; Granollers-Massanet, December 1970; Massanet-Gerona, December 1971; Gerona-La Junquera, December 1972.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated February.

Air Conditioning and Refrigeration Equipment —Importers, Dealers and Manufacturers—Sweden.

Boat and Ship Builders, Repairers and Chandlers—Netherlands Antilles.

Books, Magazines, and Periodicals—Importers and Dealers—France.

Dairy Producers—Philippines

Fertilizers—Importers, Dealers, Manufacturers and Exporters—Republic of South Africa.

Laundry and Dry Cleaning Industry—Federal Republic of Germany and West Berlin.

Machinery and Equipment, Except Electrical —Importers and Dealers—Israel.

Mining Companies and Exporters of Ores—Bolivia.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington. 1966. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Selling in India. OBR 66-86. 10pp. The road to selling, commercial practices, marketing aids, selling under U.S. programs and notes to business travelers are featured, as well as a bibliography, and appendices on documents required from suppliers and payment of agents' commission under AID loans.

Basic Data on the Economy of Ceylon. OBR 66-87. 10pp. Geographical, economic and foreign trade information is included.

Basic Data on the Economy of Portugal. OBR 66-92. 10pp. Contains categories of material similar to that listed above for Ceylon.

Establishing a Business in East Africa. OBR 66-93. 14pp. The potential investor can consult this booklet for information on the investment climate, legislation governing investment, business organization, industrial property protection, employment, taxation, availability of capital and basic economic facilities. Also included are a bibliography and addresses of investment information sources.

Selling in Sweden. OBR 66-94. 16pp. Based on reports submitted by the U.S. Embassy in Stockholm, official Swedish publications and other sources, this contains information on import channels and requirements, commercial practices, marketing aids, government procurement and notes for the business traveler.

Foreign Trade Regulations of Paraguay. OBR 66-95. 8pp. The following topics are covered: trade policy, import tariff system, special customs provisions, consular certification fees, marketing, labeling and packing requirements, nontariff import trade controls, export controls, U.S. controls and government representation.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Japanese Industry 1966.* Published by the Foreign Capital Research Society. Japan. 148pp. Free.**

The following industries are covered in this volume: energy (electric power, petroleum and natural gas, coal), iron and steel, nonferrous metals, shipbuilding, machinery, chemical, textile and other manufacturing industries (paper, cement, glass, pottery and rubber), fisheries, construction, transportation and communications, and tourism. The book is illustrated with graphs, tables and photographs that supplement the text.

Write: The Bank of Japan, 1 Chase Manhattan Plaza, New York 5, N.Y.

***Latin American Economic Integration: Experiences and Prospects.* Edited by Miguel S. Wionczek. Published by Frederick A. Praeger. New York. 1966. 324pp. $7.50.**

Mr. Wionczek discusses principles for a viable common market in Latin America as a vehicle for development. Among those principles advanced for economic union are a rigidly structured custome union, a coordinating body to regulate and encourage investment on a regional basis, a common code for foreign investment capital, and establishment of an agency for conversion of national currency on an area-wide basis.

This is one of the Praeger series on international economics and development.

Write: Frederick A. Praeger, 111 Fourth Ave., New York, N.Y. 10003.

***Statistical Bulletin for Latin America;* Vol. 3, No. 1. Published by the United Nations. New York. 1966. 354pp. $5.**

A statistical tabulation of economic indicators for Latin American countries, this issue revises the same statistical series as Vol. II, No. 2 of February 1965.

Included are data on population, finance and prices, agricultural production and industrial production. The annex contains information on national accounts for each country. Text in Spanish and English.

Write: Sales Section, United Nations, New York, N.Y. 10017.

***Saudi Arabia—The Gathering Momentum of Change.* Published by the First National City Bank of New York. 1967. 12pp. Free.**

This is the newest booklet in the bank's Foreign Information Service series. It contains geographic, economic, governmental, developmental and other information on Saudi Arabia.

Write: First National City Bank, 399 Park Ave., New York, N.Y. 10022.

***The Conflicted Relationship: The West and the Transformation of Asia, Africa and Latin America.* By Theodore Geiger. Published by McGraw-Hill Book Co. New York. 1967. 304pp. $7.95.**

Dr. Geiger, of the National Planning Association, considers the tendency of the United States to interpret other societies according to Western motivation and aims. While this attitude may possibly work in dealing with Latin America, whose people are struggling with the effects of social and political characteristics of Western civilization, he sees it as less than adequate in Asia and Africa.

From the viewpoint of the economist, the historian, the psychologist and the sociologist, Dr. Geiger explains the transformation through which these countries are now passing, and discusses what the West can do to avoid misconceptions and unrealistic expectations regarding them.

Write: McGraw-Hill Book Co., 330 West 42nd St., New York, N.Y. 10036.

***The Asian World.* Edited and Published by Diosdado M. Yap. The Philippines. 1967. Subscription price: $7 per year.**

This is the revised version of *Bataan* magazine, devoted to the furtherance of Asian-American relations and trade, and the reconstruction of Asia.

Among the features in the inaugural (Feb.) issue are: a tribute to Chiang Kai-shek, the Manila summit declaration, Korean-American cooperation, and the Asian Development Bank.

Write: The Asian World, P.O. Box 6235, Washington, D.C. 20015.

***Indicators of Market Size for 126 Countries.* Published by Business International. New York. 1967. Free.**

The tenth such annual report, this is a compilation of current figures and trends for each country's population, economy and levels of consumption.

Countries are listed by established trade blocs such as the EEC, CACM and the Arab Common Market, an innovation this year. The statistics will be valuable to executives responsible for finance, marketing, sales, planning, administration and other international corporate functions, enabling them to spot trends and confirm plans for future growth.

Part I is devoted primarily to popula-

tion, national accounts and international trade. Part II emphasizes private expenditures (food, clothing, household durables), the consumption of steel, cement and energy, use of telephones, television sets and motor vehicles.

Write: Business International, 757 Third Ave., New York, N.Y. 10017.

***The New York Times World Economic Review and Forecast: 1967.* Edited by Lee Kanner. Published by Grosset & Dunlap. New York. 1967. 256pp. $2.95.**

This is a comprehensive survey, by nation and by industry, of 1966's most decisive business and financial events. It is a joint project of more than 200 on-the-spot observers around the world.

The overview of U.S. economy includes sections on: the view from Washington, Wall Street and finance; the industrial complex; technology and transportation; the consumer dollar; and arts and communications. Other chapters specialize by area in Europe and the Mideast, Asia and the Pacific, the Americas, and Africa.

Write: Grosset & Dunlap, Publishers, 51 Madison Ave., New York, N.Y. 10010.

***The President and International Operations.* By Myles L. Mace. *Harvard Business Review*, Nov.-Dec. 1966. Boston. Reprint $1.**

This 12-page article lists the main areas of concern to company presidents who are contemplating overseas operations for their firms. The discussion of total strategy for foreign ventures examines such aspects as the need for reliable data, the manner of entering foreign, markets, staff organization, and the needs of foreign subsidiaries as well as corporate headquarters.

Write: Reprint Service, Harvard Business Review, Soldiers Field Station, Boston, Mass. 02163.

***Determining the Feasibility of Foreign Ventures.* By F. T. Haner. *Business Horizons*, Fall 1966. Graduate School of Business, Indiana U., Bloomington. $2 per issue.**

The author says there are two basic problems in preparing an adequate feasibility report when planning an international business venture: designing and staffing the study; and carrying it out. This article discusses the problems primarily in terms of the less-developed foreign countries.

Write: Graduate School of Business, Indiana U., Bloomington, Ind. 47401.

***Ghana Trade Directory 1967.* Published by the Diplomatic Press and Publishing Co. London. 1967. 94pp. $3.35 postpaid.**

This is the fifth revised edition of this reference book on the Republic of Ghana, intended as a guide for buying and selling for checking and tracing addresses, and for locating prospective clients in the Ghana market.

Included is information on: the geography, history, economic development of Ghana, foreign trade, trade associations, banking, transport and communications and foreign relations, as well as a classified trade index.

Write: The Diplomatic Press & Publishing Co.; 13, Cotswold Garden; London, NW 2; England.

***United Nations Demographic Yearbook, 1965.* Published by the U.N. New York. 1966. 808pp. $15, hardcover; $11, paperbound.**

This is the 17th edition of this international digest of demographic statistics. It covers some 250 geographic entities of the world, including statistics on area, density, birthrate, population growth, mortality, life expectancy, marriage and divorce.

Write: Sales Section, United Nations, New York, N.Y. 10017.

***Proceedings of the North Louisiana Conference on Export Market Potential.* Published by the Division of Business and Economic Research, Louisiana Polytechnic Institute, Louisiana. 1966. 86pp. Free.**

This is a compilation of papers presented at the conference, held in Nov. 1966. Subject matter includes: trade missions—specific business proposals for private enterprise; export potential for individual products; trade expansion—the outlook and the means; trade missions and fairs.

The conference was held primarily to acquaint the North Louisiana business community with the opportunities and methodology involved in exporting. The conference programs examined the technical problems facing new exporters.

Write: The Division of Business and Economic Research, School of Business Administration, Louisiana Polytechnic Institute, Ruston, La. 71270.

***Korea Annual '66.* Published by the Hapdong News Agency. Korea. 1966. 536pp. $5**

This third annual volume contains information on: government, international relations, national economy, social affairs, culture, laws and documents, and many other subjects.

The period covered is primarily the calendar year 1965, the fourth year of the country's first five-year plan for economic development. The economy achieved steady advances on a stable foundation. For this reason, plus the successful conclusion of negotiations regarding Korea-Japan relations, the sections on economy and international relations have been considerably expanded.

The book also contains a Who's Who of prominent Koreans.

Write: Hapdong News Agency, Kwanghwamun P.O. Box 145, Seoul, Korea.

***Korean Trade Directory 1966.* Published by Korean Traders Association. Korea. 1966. 552pp. $5.**

This is a very complete, up-to-date listing of addresses of registered traders, commission agents, service organizations, trade associations and diplomatic offices in Korea. Also included are special sections on the trade and economy of Korea; laws, regulations and tariff rates; lists of exports and imports; and statistical tables of foreign trade, exchange, industrial production and others.

Write: Korean Traders Association, I.P.O. Box 1117, Seoul, Korea.

***The Second Five-Year Economic Development Plan 1967-71.* Published by the Government of the Republic of Korea. Korea. 1966. 240pp.**

Included in this book are accounts of industrial policy and the investment program; agriculture, forestry and fisheries; mining and manufacturing; health, education and public utilities. In addition, the targets, major policies, administration and implementation of the plan are discussed.

The book is available on loan from the Korea Desk, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20320, or **write:** Economic Planning Board, Bureau of Economic Planning, 82 Sejong-ro, Chongro-ku, Seoul, Korea.

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Calendar *for international traders*

ATLANTA—Mar. 21—World Trade Conference, Parliament House. **Speaker: Fred Keyser, Caribbean Desk Officer, OIRE, U.S. Department of Commerce.** Sponsors: Atlanta World Trade Council; Commerce Field Office.

BOSTON—Mar. 22—Annual Meeting, Foreign Commerce Club of Boston, Parker House Roof.

CHICAGO—Mar. 14—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Mar. 15—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—Mar. 15—Principles & Techniques in Exporting. "Selling & Developing Markets," 6:15 p.m., Lighting Institute Auditorium. Sponsor: International Trade Club.

CINCINNATI—Mar. 14—International Trade Seminar, Sheraton-Gibson Hotel. Sponsors: Pan American Airways; Commerce Field Office.

CLEVELAND—Mar. 15—Second Annual Export Workshop, "How to Sell Overseas," first of nine Wed. evenings, 8 p.m. Sponsors: Cleveland College and School of Business of the Western Reserve University; REEC; Commerce Field Office.

DALLAS—Mar. 10-17—Management Training Seminar in Export Trade, held at the Univ. of Dallas. Sponsors: Univ. of Dallas, Dallas Chamber of Commerce, REEC, Dallas Field Office.

DES MOINES—Mar. 15—Export Expansion Workshop, Savery Hotel, 7 p.m. Sponsors: Iowa REEC; Chamber of Commerce; Commerce Field Office.

DETROIT—Mar. 14—Export Workshop, 9:15-12:15 in Room 456, Federal Bldg. Sponsors: REEC, Detroit Field Office.

DETROIT—Mar. 16—Dinner meeting of the World Trade Club of Detroit, 6 p.m., Pick-Fort Shelby Hotel. **Speaker: J. Mishell George, BIC, U.S. Dept. of Commerce.**

DOYLESTOWN, Pa.—Mar. 13—Monthly meeting of International Trade Development Assn. of Bucks County, Conti Cross Keys Inn, 5:30 p.m.

EVERETT, WASH.—Mar. 15—Export Seminar and Workshop, 2-5 p.m., Monte Cristo Hotel. Sponsors: Everett Chamber of Commerce, Snohomish County Industrial Development Council, Seattle Field Office.

HARTFORD—Mar. 14—In-Office Export Workshop, 2 p.m., at Commerce Dept. Field Office, 18 Asylum St. Sponsors: REEC, Hartford Field Office.

HONOLULU—Mar. 15—Finance & Insurance Seminar, 10 a.m., Commerce Field Office. Sponsors: REEC; Commerce Field Office.

HOUSTON—Mar. 13—World Trade Club Luncheon. **Speaker: Redington Fiske, member of Ireland-Portugal Trade Mission.** Sponsor: Commerce Field Office.

HOUSTON—Mar. 14—Export seminar on banking and financing, World Trade Bldg., 3 p.m. Sponsors: Commerce Field Office; Port of Houston.

KANSAS CITY—Mar. 14—Meeting for Exporters, 6 p.m. Sponsors: International Trade Club; REEC; Commerce Field Office.

LAUREL, MISS.—Mar. 31—Meeting of Louisiana-Mississippi REEC, 10 a.m. at Sanderson Farms.

MEMPHIS—Mar. 15—International Advertising Forum, Cafe St. Clair. Sponsors: Mid-South Exporters' Roundtable; REEC; Commerce Field Office.

MEMPHIS—Mar. 21—World Trade Club, Sheraton Motor Inn.

MINNEAPOLIS—Mar. 14—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office; REEC.

NEWARK—Mar. 16—International licensing & joint venture seminar, Military Park Hotel. Sponsors: U.S. Department of Commerce; REEC; World Trade Assn.

NEW YORK—Mar. 16—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Mar. 21-22—Fiftieth Annual Conference of the International Executives Association. Theme: "Fifty Years of International Business—Past, Present and Future."

NORRISTOWN, Pa.—Mar. 13—Monthly meeting of World Trade Assn. of Montgomery County, Crossroads Motel.

OMAHA—Mar. 23—In-Office Workshop for New Exporters, Omaha Chamber of Commerce. Sponsors: REEC, Kansas City Field Office.

PHILADELPHIA—Mar. 16—Monthly meeting of Foreign Traders Assn. of Phila., 6 p.m., Sheraton Hotel.

PROVIDENCE (CRANSTON)—Mar. 14—Annual Rhode Island World Trade Conference. Colony Motor Hotel.

RENO, Nev.—Mar. 13—Export Expansion Seminar & Air Freight Problems, 10 a.m., Mapes Hotel. Sponsor: Chamber of Commerce; REEC; U. of Nevada.

ST. LOUIS—Mar. 21—"Show You" Export Workshop, Conference Room of the Federal Building. Sponsors: REEC, St. Louis Field Office.

SAN FRANCISCO—Mar. 15—General Export Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

TAMPA—Mar. 14—World Trade Seminar, first of eight sessions, Chamber of Commerce. Sponsors: Chamber of Commerce; Hillsborough County Board of Public Instruction; Jacksonville Field Office; U.S. Department of Commerce.

TAMPA—Mar. 16-17—Sixth Annual Fla. World Trade Conference. Theme: "A Sound Dollar Through Export." **Speaker: Lawrence C. McQuade, Acting Asst. Secretary, U.S. Department of Commerce.** Sponsors: Fla. State Chamber of Commerce, Fla. Ports & Foreign Trade Council.

WASHINGTON, D.C.—Mar. 13—Small Business Export Workshop, 2 p.m., Statler-Hilton Hotel. Sponsor: Electronic Industries Assn. International Dept.

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